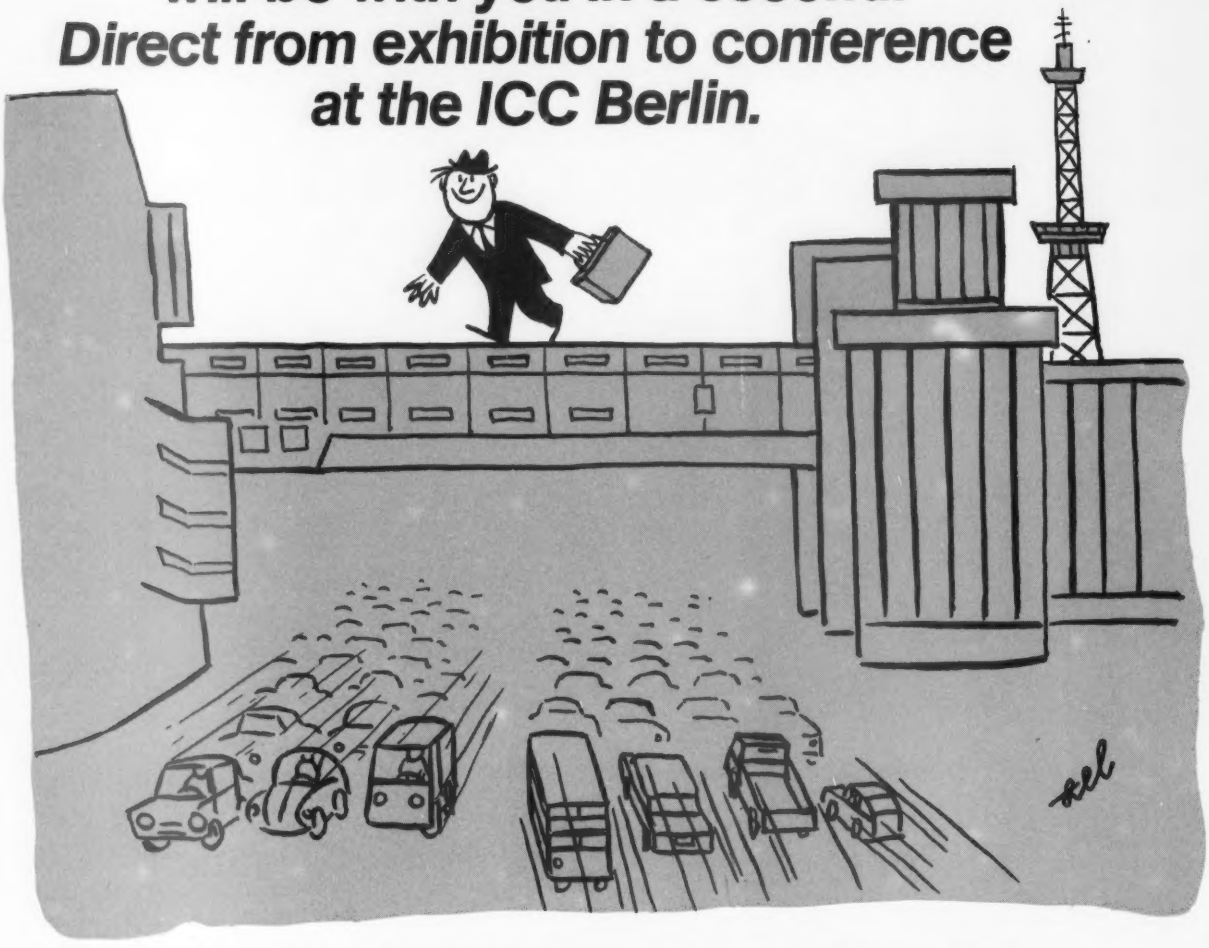
Trade and Industry
10 March 1978 Every Friday 40p

In to the Middle East: where hard work brings results

Mr. Miller will be with you in a second. Direct from exhibition to conference at the ICC Berlin.



Because it's only a hop, skip and jump from exhibition stand to conference hall for Mr. Miller's event. Via the Flying Bridge conveniently linking the Radio Tower Exhibition Grounds with the ICC Berlin. That saves Mr. Miller time, trouble and expense at a combined "conference/exhibition" or "exhibition/conference". This ideal arrangement for integrated events is just one of many distinctive features at the biggest, most versatile convention center there'll be in Europe as of April 1979: the ICC Berlin.

So... See you in a jiffy, Mr. Miller.

International
Congress Center Berlin

ICC BERLIN

AMK Berlin
Company for Exhibitions, Fairs and Congresses, Ltd.
Box 191740, Messedamm 22, D-1000 Berlin 19

Win the Winner's Chair

Here's your chance to win an advance souvenir of the ICC Berlin. We're raffling off 11 genuine Congress Chair combinations. Just send in the coupon and we'll forward your entry card, plus additional ICC Berlin information.

Name _____

Company _____

Position _____

Address _____

_____

Contact address: Spectrum Communications Limited.
19 Princes Street London W1R 7RG 01-629 5318

AMK Berlin
Company
for Exhibitions, Fairs and Congresses, Ltd.

International Congress Center Berlin
Congress Hall Berlin
Exhibition Grounds Berlin
Deutschlandhalle/Ice Palace Berlin

Box 191740, Messedamm 22
D-1000 Berlin 19
Telephone: (030) 3038-1
Telex: 0182908 amkb d

Trade and Industry

10 March 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection

British-built Terex scraper on its way to Dubai to help clear the site for a smelting works being constructed by Wimpey and BSC. Export prospects are discussed in our special report 'Into the Middle East' (centre pages).

Trade and Industry

Incorporating the Board of Trade Journal

Volume 30 no. 10.

Pages 505 to 568. 10 March 1978.

Price 40p. Net subscription post inclusive, £30.60.

Editorial

Room 439 1 Victoria Street, London SW1H 0ET

Telex 8811074 answer back DT1HQ G LONDON

Editorial inquiries		01-215 5730
Managing editor	Alan Williams	01-215 3388
Editor	Gillian Samuel	01-215 5653 01-215 5654
Home news and technology	Peter Curtis John Rowles	01-215 3019 01-215 5074
European community and overseas trade	Geoff Heaford Marianne Semadeni	01-215 3006 01-215 3016 01-215 5620
Art, pictures and statistics	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 5655
Assistant business manager	Jackie Stephens	01-215 5656
Circulation control	Christine Swinyard	01-215 5021

Advertisement department
13 Great James Street. London WC1 01-242 9478

Advertisement manager	Dudley Masters
Deputy advertisement manager	Terry Day

Northern manager Allan Loftus 061-766 2191
11 Randale Drive, Bury Lancashire BL9 9HZ

Subscriptions: HMSO, PO Box 569, London SE1 01-928 6977 ext. 472

© Crown Copyright 1978. Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.

The government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

ABC Member of the Audit Bureau of Circulations

ISSN 0006-5323

This week

Varley launches north-west industrial strategy campaign 506
Windscale application subject to parliamentary debate 506
Ban price bargain offers – Borrie 506
Deputy chairman of Price Commission appointed 506
Britain's biggest Skillcentre opens 507
Nuclear inspection service launched 507
DoI commissions survey on stress cracking problem 507
Shipbuilding aid directive adopted 507
Assurances given on Japanese vehicle shipments 507
Commission meets to review UK-Saudi trade 507
DoI to mark World Maritime Day on 17 March 507

Home news

Commission to advise on energy 508
Crown Agents inquiry 508
Clothing EDC's aims 508
Northern NEB invests in Vicort 508
Potteries decline stemmed 511
Regulations for freight containers 511
State participation in oil 511
Making the most of universal resources 512
Investigation into trawlers loss 512
CAA to withdraw Hurn ATC services 512
Smith Bros and Bisgood, Bishop merger 512
Merger proposals cleared 513
Water supply price increase 513
Associated Portland price increase 514
Regulations for fuel vehicles 514
Work permits for industrial trainees 514
Current practice in hearing aid business 514
Official appointments 514
Government sales 516
Patents endorsed 'licences of right' 516
Dealers in securities and unit trusts 516

New publications

517

New products

518

Technology news

Harwell's new catalyst unit 520
Data buoy to be redeployed 520
Major chemical hazards seminar 520
Computing briefs to aid management 520

Parliament

521

European community news

No EEC policy to reduce shipbuilding capacity – Kaufman 525
Directives on drivers' forward vision approved 525
Tariff quota on ACP and OCT tomatoes 525
Alledged dumping of steel products 525
Looking for constructive reforms: Frank Judd reviews developments in the EEC 526
EEC rules of competition 526
New legislation 527
Checklist of enviromental and company law directives 528

Overseas trade news

Scope for increased trade following Dell's visits to east Europe 529
UK welcomes Japan moves to up demand 529
Hong Kong mission buys consumer goods worth £1m 529
Hospital equipment centre expands 530
International action against substandard ships 530
Seminar on Spanish business opportunities 530
British pavilion proposed at Tehran fair 530
Mandatory arms embargo on South Africa 530
Pleasure boat exports up £46m in two years 531
Notices to importers
1666: Imports of bananas from the dollar area 531
1667: Textiles – Argentina and Brazil 531
1668: 1977 shipments of goods newly restricted in 1978 531

Exhibitions

532

Export services

534

Into the Middle East: special report

centre pages

Country data

Australia 537, Austria 537, Brazil 537, Chile 538, Dominican Republic 538, Indonesia 538, Israel 538, Lebanon 538, Liberia 538, Libya 538, Malawi 538, Malaysia 538, Malta 539, Nigeria 539, Norway 539, Pakistan 539, Portugal 539, Sierra Leone 539, South Africa 539, Spain 539, Sri Lanka 539, Thailand 540, United States 540

Statistics

The economy: selected indicators 542
Capital expenditure 543
Regional development grants payments 545
Wholesale prices in February 546
Business Monitors 546
Retail sales in January 547
Official reserves in February 547
Hire purchase and other instalment credit business in January 548
Metal-working machine tools 549
Company liquidity: fourth quarter 1977 550
Index of industrial production for Scotland 552
UK trade in the fourth quarter and year of 1977 554
Export prospects 565
Registrations of British, community and foreign films 566
Index to statistics 566

Readers' reply service

567

Trade and Industry this week

HOME

Varley launches north-west industrial strategy campaign

More profitable industry and better living standards are the aims of a campaign of a north-west action group launched by Eric Varley, Secretary of State for Industry, in Manchester on Monday (6 March). The action group, comprising industry organisations, trade unions and central and local government, is promoting the north-west region's contribution to the government's Industrial Strategy.

Mr Varley told a conference in Manchester that the five industrial aid schemes which had just closed – wool textiles, clothing, textile machinery, machine tools and printing machinery – were expected to result in investment of more than £400 million in those industries.

'There can be no doubt', he said, 'that the implementation of these projects will play an extremely important part in safeguarding the future of key sectors of our industry'.

Priority was being given to industry across the whole range of the government's activities – in planning procedures, in education, and in manpower training. A resolute stand had been made in Brussels on the Multi-Fibre Arrangement which had given Lancashire a measure of protection for five years which it had not had before.

He emphasised that the strategy was about creating the economic climate in which UK industry could thrive and prosper, ensuring that British industry received the same degree of support and as favourable an environment as the countries with which it competed.

He said, 'The task which confronts us is nothing less than to bring about a major turnaround in the performance of our manufacturing industry and to remedy structural weaknesses'.

Windscale application subject to parliamentary debate

Mr Justice Parker, in his report on the Windscale inquiry, has said that British Nuclear Fuels Ltd should be allowed to develop reprocessing facilities for irradiated oxide nuclear fuels. Peter Shore, Secretary of State for the Environment, said on Monday (6 March) that he believed that the public inquiry had discharged the first part of his desire to see the subject opened up in a way not previously undertaken in the truly public sense, either in this country or abroad.

The inquiry had opened up the subject of safety, proliferation and reprocessing of nuclear fuels in the way he intended: that no decision should be taken without the confidence that flows from impartial examination, openness and debate. He was aware a year ago – and even more so now – that decisions reached on reprocessing and storage of nuclear waste in the 1970s will stretch far into the future.

This case was indeed unique in the issues which it raised and he had therefore decided to proceed in a way that would enable parliament to have a debate and to be involved in this major decision. Subject to the debate, which would be arranged before Easter, Mr Shore proposed to lay before parliament shortly afterwards a special development order under section 24 of the Town and Country Planning Act 1971 which would in effect authorise the project. The order would contain the terms of a planning permission for the proposed development at Windscale, subject to conditions on the lines recommended by Mr Justice Parker.

Ban price bargain offers - Borrie

Bargain offer claims where retailers indicate that their selling price is less than a recommended, suggested or maximum retail price, including many manufacturers' 'flash offers' printed on packs and wrappers, should be banned, said Director General of Fair Trading, Gordon Borrie, on Monday (6 March). He said he was sure that bargain offers of this kind, which were widespread, were confusing consumers, and in some cases were causing them to pay too much for the goods they needed.

His recommendation is contained in a report sent to the Secretary of State for Prices and Consumer Protection. It says that many claims are meaningless because the manufacturers' recommended prices are either set to suit high-cost retailers, or become out-of-date following structural or competitive developments in retailing, or because the recommended prices are set high deliberately – sometimes after pressure from retailers – so that retailers can claim their prices represent a big reduction and therefore good value.

Eric Varley (second from right) in Manchester with (left to right) Richard de Zouche, Merseyside Chamber of commerce, Geoffrey Hague, North West Development Board and Wylwyn (Garments) Ltd, and Guy Drummond, Trind Ltd.

Deputy chairman of Price Commission appointed

Leslie Pincott, the retiring managing director of Esso Petroleum Co Ltd, is to succeed Dr Gordon Hobday as a deputy chairman of the Price Commission. The appointment will take effect shortly, Roy Hattersley, Secretary of State for Prices and Consumer Protection, announced on Monday (6 March).

Dr Hobday is relinquishing his post because of pressure of work in his other commitments.

Britain's biggest Skillcentre opens

Britain's biggest Skillcentre – with 576 training places when fully operational – was opened at Handsworth, Birmingham, on Tuesday (7 March).

The Skillcentre has been rebuilt and extended to meet the demands of both prospective trainees and employers to meet the increased need for training in the Birmingham area. Potential output will be 700 Tops (Training Opportunities Scheme) trainees a year in 33 occupations.

Administered by the Training Services Agency, an executive arm of the Manpower Services Commission, Tops offers to men and women, aged 19 or over, the opportunities to train for a new or better job in craft skills, clerical and business studies through to technician, executive and managerial skills.

TECHNOLOGY

Nuclear inspection service launched

Unit Inspection Co, part of the British Steel Corporation's Tubes Division, and the United Kingdom Atomic Energy Authority have joined forces to claim £2 million-worth of the £10 million market in inspecting the world's nuclear reactors.

The main emphasis will be on the inspection of light water reactor pressure vessels and their primary circuit pipework, but the company will also provide inspection services for other nuclear plants and research centres. The agreement is initially for 10 years and the service will operate on a global basis.

The company will operate under a licence from the authority and will adopt equipment and techniques developed by the authority's reactor plant inspection service. The authority will also provide staff to assist the company's inspection teams and consultancy backing.

DoI commissions survey on stress cracking problem

The Department of Industry's Engineering Materials Requirements Board (EMRB) has commissioned the Rubber and Plastics Research Association to carry out a survey of existing information on the problem of environmental stress cracking of engineering thermoplastics it was announced on Tuesday (7 March).

It is hoped that the survey will enable EMRB to decide on its future action in this area by identifying circumstances which lead to stress cracking failures, as well as provide authorative design data which will encourage the confident use of thermoplastics in future applications.

EUROPE

Shipbuilding aid directive adopted

At its meeting in Brussels on 7 March, the EEC council of ministers adopted the fourth directive on shipbuilding aids.

The directive, the result of prolonged discussions, is based on criteria developed during previous consideration of the UK's intervention fund, namely that the aids should not distort competition in the community but should be linked to a restructuring of the industry (see also page 525).

OVERSEAS

Assurances given on Japanese vehicle shipments

Edmund Dell, Secretary of State for Trade, announced on Tuesday (7 March) that he had received assurances from the Japanese government about exports of Japanese vehicles to the UK this year.

Mr Dell was replying to a parliamentary question and said that in a letter handed to the British embassy in Tokyo, the Japanese Ministry of International Trade and Industry (Miti) explained that it will give 'strong administrative guidance' to the Japanese vehicle industry. The effect will be to limit shipments of cars to the UK in 1978. Miti says that it confidently expects the Japanese share of the forecast market in 1978 to decline from the actual share taken in 1977.

The letter also contains, new assurances on shipments of commercial vehicles. In addition, Miti has undertaken to ensure that there will be a regular exchange of views between the British industry and the Japanese.

Commission meets to review UK-Saudi trade

On Monday (6 March) the third session of the UK/Saudi Joint Commission opened in London, to review the progress achieved in trade and economic co-operation between the two countries and consider the scope for further expansion. The session closed on Wednesday, 8 March.

The Saudi delegation was headed by

Sheikh Abdullah Ali Reza, Saudi Deputy Foreign Minister, left, meeting Edmund Dell, Secretary of State for Trade.

Sheikh Abdullah Ali Reza, Deputy Foreign Minister with responsibility for economic and cultural affairs. He was accompanied by a strong team from the main Saudi ministries and departments and some leading Saudi businessmen.

The UK delegation was led by Peter Gregson, under-secretary at the Department of Trade.

The joint commission was established by the Memorandum of Understanding on Economic Co-operation which was signed between the two governments in October 1975. The first session took place in London in March 1976; the second session took place in Riyadh in May 1977.

British visible exports to Saudi Arabia in 1977 were £577 million. Imports, nearly all oil, were £1,095 million.

DoI to mark World Maritime Day to be held on 17 March

Imco, the United Nations maritime agency in London, has nominated Friday, 17 March as World Maritime Day, and Department of Trade plans to mark the day were announced on Monday (6 March).

Its purpose is to draw attention to the safety, welfare and training of seafarers, and it is intended that the day will be recognised by all 104 member states.

The Department of Trade, which provides the UK delegation to Imco, is arranging a number of events to mark the occasion including a dinner for Imco representatives and leading members of shipping organisations and trade unions on 16 March hosted by Dr David Owen, Secretary of State for Foreign and Commonwealth Affairs. A visit to the School of Navigation at Warsash on 17 March by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, to draw attention to the safety of seafarers, especially those under training.

Home news

Commission to advise on energy and environment

A high-level independent body, under the chairmanship of Sir Brian Flowers, to advise the government on energy policy and the environment has been set up. Peter Shore, Secretary of State for the Environment, told parliament on 2 March that this was in response to the Royal Commission on Environmental Pollution's recommendation that such a body should be established.

The Standing Commission on Energy and the Environment will have wide-ranging terms of reference to advise on the interaction between energy policy and the environment. It will be linked through a degree of common membership with the Royal Commission on Environmental Pollution, the Energy Commission and other bodies in the energy and environmental fields.

The commission will have a great diversity of interests. It will consider the environmental implications, nationally and globally, arising from the production and use in the United Kingdom of coal, oil, nuclear power, gas and electricity. It will examine the environmental side of renewable energy sources, and be concerned with pollution. Planning will concern it also (though not with specific planning cases), in examining the interface between energy policies on land-use planning, and the implications of such policies for the natural world and the urban environment.

With Sir Brian Flowers, the members of the commission are: Dr T. J. Chandler, Dr A. H. Chilver, Dr J. G. Collingwood, Mr A. G. Derbyshire, Professor Sir Richard Doll, Professor Sir William Hawthorne, Professor F. G. T. Holliday, Dr A. W. Pearce, Mr M. V. Posner, and Sir Francis Tombs.

Membership of Crown Agents inquiry announced

Membership of the tribunal of inquiry appointed to inquire into certain matters connected with the Crown Agents was announced by the Home Secretary, Merlyn Rees, on 1 March. The members will be Justice Croom-Johnson, Lord Allen of Abbeydale and Sir William Slimmings.

The tribunnal's terms of reference require them to consider 'to what extent there were lapses from accepted standards of commercial or professional conduct, of public administration, in relation to the operations of the Crown Agents as financiers on own-account in the years 1967-74 described in the report of the Committee of Inquiry on the Crown Agents (HC 48 of 1977)'.

Clothing EDC aims for 4 per cent growth

The Clothing Economic Development Committee published on 2 March its progress report to the National Economic Development Council. Representing the whole of the clothing industry, the committee believes that, on balance, significant progress towards improvements in productivity, control over imports and expanding exports has been achieved since mid-1976 when it last published a progress report.

On the most likely assumptions adopted by the EDC the achievement of these objectives implies an acceleration in the rate of growth of output from 3 per cent a year to 4 per cent a year, about a half per cent a year acceleration in the growth of productivity, and employment about 8000 higher than might have occurred on past trends.

□ The EDC have now adopted as objectives for the industry:

□ a 150 per cent increase in exports in real terms between 1975 and 1980 (compared with a 40 per cent increase in the previous five years). This is in line with the Clothing Export Council's £1 billion target for 1980. It means doubling the proportion of exports in total sales.

□ no increase in penetration above the 25 per cent of the home market held by imports in 1976, implying at least a one per cent reduction in import penetration from all sources relative to most likely projections.

Northern NEB invests in Vicort

In the first investment approved by its new regional board in the north, National Enterprise Board will subscribe £140,000 for £1 convertible preference shares, in Vicort of London Ltd.

Vicort are manufacturers of badminton, tennis and squash rackets, with manufacturing premises at Benwell in Newcastle upon Tyne. The company started operations in 1974 with a staff of seven people. Vicort now has a work force of 120 and plans to move into purpose-built premises in Newcastle in about 18 months time. This venture is considered to be of practical assistance to the problem of declin-

Transport secretary visits Liverpool docks

William Rodgers, Secretary of State for Transport, saw the Royal Seaforth's container operations during his tour of the Port of Liverpool on 3 March. In the picture are, left to right, James Fitzpatrick, managing director of the Mersey Docks and Harbour Company, John Sanderson, Department of Transport, William Rodgers, Sir Arthur Peterson, chairman, Mersey Docks and Harbour Company and Graham Page, MP for Crosby.

The intelligent way to gather business intelligence.

In every type of business, decisions can only be taken on the basis of sound facts, up-to-date statistics and accurate information.

The first way of gleaning information is, of course, through the columns of the Financial Times, daily.

A further way is to put our mine of information to wider, long-term use: by using the Business Information Service.

This service is based on the Financial Times newspaper library, together with numerous external sources both in the UK and overseas. It gives you immediate access – by 'phone, letter or telex – to a wealth of invaluable information.

Facts and figures concerning over 60,000 companies and enterprises. In the UK, Europe, North America and Japan.

Data and informed comment on a wide range of countries, industries and products.

Vital statistics and market research on consumer markets, from banking habits to breakfast cereals.

Economic and political information, on any nation you care to name.

The answers to questions concerning many aspects of law and tax. Or queries arising from scientific or technical subjects.

A veritable who's who of leading individuals and personalities. (We currently have files on over 25,000 of the most significant people who make the news from month to month.)

We could go ad infinitum. But we'd prefer to send you our brochure explaining the service in full. Simply 'phone the Sales Manager, 01-248 8000 (extn. 7086/7) for a copy or send the coupon below.

In the meantime, here's one thought you might like to file under profitability.

Where else could you get so much accurate information so fast for as little as £150 a year?

To: Beverley Pullen, Business Information Service, Financial Times Limited, Bracken House, 10 Cannon Street, London EC4P 4BY.

Please send me full details of the Business Information Service.

Name_____

Position_____

Company_____

Address_____

_____ Telephone_____

TI

The Business Information Service of the Financial Times Limited.

A service provided by the Business Information Division of the Financial Times Limited, Registered in London, Number 227590.

Can Air Parcels help your export drive? See p.3

With 1001 other businesslike questions and answers.

Air parcels: cheaper than air freight? **See p.3**

Best way to send samples? **See p.8**

Can air letter forms save you money? **See p.9**

Printed matter: full rate, reduced rate or newspaper rate? **See p.10**

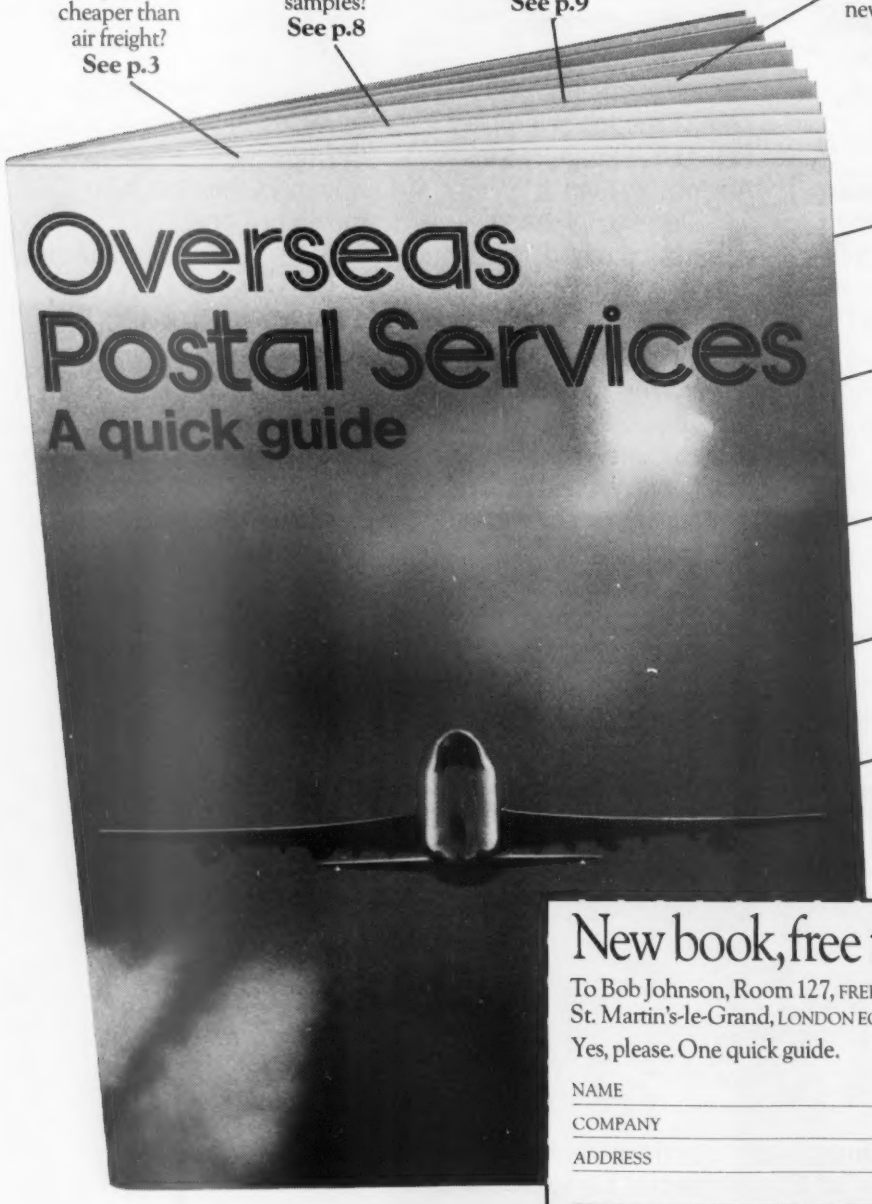
Printed matter: contract rates for bulk postings? **See p.11**

How to send important items door-to-door? **See p.13**

Simpler way to move money around? **See p.15**

International COD? **See p.19**

Simplify VAT on exports? **See p.20**



Royal Mail

New book, free for the asking.

To Bob Johnson, Room 127, FREEPOST*, Postal Headquarters St. Martin's-le-Grand, LONDON EC1B 1HQ. *You don't even need a stamp.

Yes, please. One quick guide.

NAME

COMPANY

ADDRESS

POSTCODE

TI 10/3

Makers offer specialist vehicles . . . on four wheels . . . and two

A special edition to the Princess car range is being introduced by Leyland as a 'limited edition' for the executive market. Called the Princess Special Six, only 1200 models will be manufactured. Based on the Princess 2200 HL, the newcomer adopts many luxury items from the top-of-the-range HLS version. With power-steering features as standard, this latest Princess has automatic transmission and sunroof. Each is made distinctive by all-black paintwork, silver coachtape and individual badging. The sunroof is a first-time feature for a series production Princess.

This new bicycle, the Piccolo, is specifically designed for riding over rough roads and paths. Production by W. R. Pashley Ltd follows inquiries from the Countryside Commission which wanted a machine for hiring out to visitors to the national parks.

ing employment within the city limits.

Exports will play a major part in the company's expansion. Vicort at the moment exports its products to 46 countries. The investment by the NEB will provide additional working capital, funds for new production machinery and facilitate the planned move by the company into more substantial premises.

Potteries decline stemmed

Assistance over a period of five years in the Moorlands area of north-east Staffordshire, which is suffering from a decline in population, is to be provided by the Development Commission through the agency of the Council for Small Industries in Rural Areas (CoSIRA). Within Leek the provision of the factories and sites comes from a partnership of CoSIRA and Staffordshire Moorlands District Council – the former building and managing the units on the serviced sites acquired from the district council.

Two factories have already been built on a previously derelict site at Leekbrook and a further five are in the course of construction, and will form part of a larger industrial estate being developed by the district council from whom plots will be available. At the old station site at Leek a further two factories have been erected, and a very pleasing aspect of this advance factory construction is that all four factories, those at Leekbrook and the Station site had prospective tenants or purchasers before the buildings were completed.

The provision of advance factory units and serviced industrial sites and encouragement of firms to the area is part of the plan to stem the present tide of rural depopulation and to create attractive jobs for school leavers and other workers who would otherwise have to seek employment in other towns nearby.

Safety regulations proposed for freight containers

Regulations to improve the safety of transport workers handling freight containers have been put forward by the Health and Safety Commission. They were published on 28 February as a consultative document, 'Freight Containers (Safety Convention) Regulations', HMSO, price 50p.

The proposed regulations would implement an international convention on safe containers drawn up in 1972 and expected to be ratified by the United Kingdom within the next few weeks. All freight containers used in international transport – except those specifically designed for air transport – would be required by the convention to comply with prescribed standards of structural safety and to be regularly examined and maintained to ensure that they continue to meet those standards. Containers bearing a prescribed safety approval plate as evidence that they have been approved would be allowed free passage in countries that have signed the convention unless they are obviously unsafe in which case they may be stopped until repaired.

Health and Safety Commission's proposed regulations closely follow these requirements but are intended to go further. It is proposed that they should apply not only to containers used in international transport but also those used only within this country.

Containers manufactured more than a year after the UK ratification of the convention would, under the proposals, have to be approved and have safety plates fixed at the time of manufacture. Those manufactured before that date would have to be approved and plated by 6 September 1982. Approval would be given by persons or organisations appointed by the Health and Safety Executive and schemes for the regular examination of containers would, it is proposed, be submitted to the executive for approval.

The International Convention for Safe Containers was drawn up in 1972 at a conference convened by the Intergovernmental Maritime Consultative Organisation (IMCO) and the United Nations. The consultative period for the commission's proposals ends on 31 May 1978.

State participation in oil: agreement signed

An agreement was signed on 28 February by the Minister of State for Energy, the British National Oil Corporation and the companies of the Beatrice group, setting out in detail the arrangements giving effect to the government's policy of securing majority state participation in commercial petroleum fields discovered under licences granted prior to the fifth round.

The participation agreement provides for BNOC to elect to acquire up to 51 per cent of each kind of each company's petroleum from the commercial production date. BNOC will become a joint holder with the companies of the licence to which the agreement relates and will have an effective voice in the operation and management of all commercial fields developed under this licence and access to all information relating to such fields as soon as commercial development is under way.

The companies have also agreed to hold regular and effective consultations with the Secretary of State about matters of concern to either party arising out of their individual licence interests on the United Kingdom continental shelf or any related activities. BNOC

Making the most of mineral resources

Grants amounting to over £795,000 have been made by the Department of Industry to 23 companies over the past six and a half years under the Mineral Exploration and Investment Grants Act 1972. In addition the department funds a comprehensive minerals intelligence programme and contributes to the cost of the Geological Survey of Great Britain.

It is government policy to make the most of the United Kingdom's indigenous mineral resources. The aim is to help ensure a continuing supply of minerals to meet the needs of industry, to reduce dependance on imports and to assist the balance of payments. The main purpose of the act is to encourage exploration for and evaluation of the UK's mineral resources.

Some 142 projects concerned with seeking or testing deposits of non-ferrous metals, fluorspar, barium minerals and potash have been approved or are currently receiving consideration by the department. Between July 1971 and January 1978 a total grant expenditure of £1.55 million had been approved. Several projects being assisted under the scheme show encouraging prospects and there are indications that two projects will lead to commercial production in 1979 to 1980.

The department is empowered to contribute up to 35 per cent of the cost of searching for, discovering and testing mineral deposits in Britain and on the UK continental shelf. If a programme is successful and minerals are extracted in commercial quantities, the grant is repayable by the company plus interest.

Companies applying to participate in the mineral exploration scheme must provide evidence that they possess the financial and technical resources to carry out the proposed work, or the means to employ others to do so. The department takes advice from several advisory bodies including the Institute of Geological Sciences on the technical aspects of an application. Full details of the scope and conditions of the scheme are set out in a booklet 'Financial Assistance for Mineral Exploration in Great Britain: a guide for industry' which is available from the department.

As a complement to the mineral exploration scheme, the department has commissioned the Institute of Geological Sciences to carry out a mineral reconnaissance programme. This provides basic geological information on which subsequent mineral exploration by mining companies is being based increasingly. Concentrated in the areas of northern Scotland, south west Scotland, south west England, the Pennines and Wales, to date 18 reports have been prepared. These are on open file at the institute's libraries throughout the UK.

Members of a geochemical team collecting and sieving stream sediment in Scotland.

A regional geochemical reconnaissance of the UK is also being undertaken by the institute at the instigation of the department. This started in the north of Scotland in 1967 and is working steadily southwards. Geochemical overlays to geological sheets are on open file for Shetland, Orkney, Caithness, Sutherland, the Great Glen, Lewis and Little Minch. Geochemical atlases are also being produced.

The department is also making a small contribution to the cost of the Geological Survey of Great Britain being carried out by the Institute of Geological Sciences. This provides the foundation on which all mineral exploration is based. The results of this survey are published and the maps with explanatory literature may be purchased.

Addresses for inquiries

Mineral exploration scheme:
Department of Industry, PTM2b, Room 501, Ashdown House, 123 Victoria Street, London SW1E 2RB, tel. 01-212 6732

Mineral reconnaissance programme:
Institute of Geological Sciences, Exhibition Road, London SW7 2DE.

Regional geochemical reconnaissance:
Metalliferous Minerals and Applied Geochemistry Unit, Institute of Geological Sciences, Clerkenwell Road, London EC1R 5DU.

may be present at these consultations as adviser to the Secretary of State under the provisions of section 3(3) of the Petroleum and Submarine Pipelines Act 1975. The companies have agreed to provide BNOC, at the Secretary of State's request, with certain additional information relating to their early development and appraisal activities to enable the corporation better to fulfil this advisory role.

Formal investigation into loss of trawlers

A public formal investigation into the circumstances surrounding the loss on 8 July 1977 of the *MFV Rotche* after a collision with the *MFV Stroma II* and the subsequent sinking of the *Stroma II* has been ordered by the Department of Trade.

Both were Fraserburgh trawlers, and two members of the crew of the *Rotche* lost their lives.

CAA to withdraw Hurn ATC services

The Civil Aviation Authority will cease to provide air traffic services at Bournemouth (Hurn) Airport after 31 March 1979. The provision of these services will then become the responsibility of the Bournemouth airport committee.

In 1972, the authority took over responsibility for providing air navigation services at a number of municipally-owned airports including Bournemouth (Hurn) with the obligation, laid down by government, of breaking-even financially overall by the end of 1977-78. This aim has largely been achieved by imposing realistic user charges, by making economies such as reductions in staff and not least by the willingness of local authorities to bridge any remaining financial gap.

It has not been possible to agree with the Bournemouth airport management committee the level of payment from the local authority needed to reduce the authority's current loss at Hurn to tolerable proportions with a view to eliminating it altogether in the near future.

The authority appreciates the problems which face the local authority in making Hurn Airport financially viable overall, but it cannot in effect subsidise the air navigation services there indefinitely out of the revenue which it derives from users of other airports.

Smith Bros and Bisgood, Bishop and Co merger to go ahead

The acquisition of stock exchange jobbers Bisgood, Bishop and Co Ltd by Smith Bros Ltd is to be allowed to go ahead. In their report on the proposed merger, published on 28 February by HMSO (HC 242), price 70p, the Monopolies and Mergers Commission concluded that the merger would not be against the public interest.

John Fraser, Minister of State for Prices and Consumer Protection, said that the commission considered that because of the very small overlap of business between the firms the merger would not materially reduce competition. The creation of a third large jobbing firm would provide increased competition for the two largest jobbing firms, and the merged enterprise would be better placed to carry the extra risks and finance the larger deals required by the growth of institutional business.

The commission considered, however, that any further merger between jobbing firms would have to be carefully scrutinised, and if it were between two of the larger firms would put the competitive nature of the jobbing system seriously in question.

Mr Fraser added that in the course of the report the commission had also expressed the view that the price spread agreements operated by jobbers on the stock exchange had an anti-competitive effect, although they were not able to assess their precise impact. He had therefore drawn the attention of the Stock Exchange Council to the relevant sections of the report.

Merger proposals cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him, not to refer the proposed acquisition by Ever Ready Company (Holdings) Ltd of the 61.34 per cent interest in Ever Ready (Ireland) Ltd it does not already own to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Turning wartime runways into modern roads

Over 30 years after the end of the war in Europe the job of breaking up disused RAF airfields and restoring them to agriculture still goes on, especially in Lincolnshire, springboard for the bombing raids on Germany. One of the firms engaged in these breaking-up operations – 20 airfields restored in 12 years – is Javan Plant of Newark. Here Parker Rock-Ranger crushing plant hired through Hireplant Ltd is seen at work on an old RAF airfield just outside Newark where about 35 000 tonnes of type 1 concrete was produced for use on the new Grantham bypass.

Water supply interim price increase allowed

Representations by the Thames Water Authority have been considered and the Price Commission have found themselves obliged to use their powers to approve interim increases under the safeguard regulations. They have accepted the authority's legal right to an overall increase in revenue terms of 7.2 per cent, compared with the 9.5 per cent originally sought.

The effect will be that the average increase in charges for unmeasured water supply (typically for domestic purposes) will be 10.4 per cent instead of 15 per cent; for measured water supply (usually for industrial users) 10.8 per cent instead of 18.6 per cent; and for water abstraction an average of 9.8 per cent instead

Visit the 'Northampton goes to town' exhibition

See for yourself the tremendous opportunities in Northampton that can save you money, build up your business and provide you with a higher quality of life.

The Cavendish Conference Centre adjoins 82 New Cavendish Street (headquarters of the National Federation of Building Trades Employers) but has its own entrance at 20 Duchess Mews. Nearest underground stations are Oxford Circus and Regents Park.

The London Press Centre is in Shoe Lane (between Fleet Street and Holborn Viaduct) but the entrance to the exhibition is from New Street Square. Nearest underground stations are Chancery Lane and Blackfriars.

CAVENDISH CONFERENCE CENTRE
Wednesday 15 March 1978
0930–1730

LONDON PRESS CENTRE
Friday 17 March 1978
0930–1730

No tickets are required.

For further details contact Northampton Development Corporation phone 0604 34734.

of 14.8 per cent. In the case of sewage and environmental services the interim average increase will be 4 per cent as originally notified. Where these figures are averages there will obviously be considerable variations above and below them for different consumers..

The commission announced on 17 February that the authority's proposed increases in charges would be subject to investigation. The investigation is due to be completed by 23 May.

Associated Portland interim price increase approved

Representations by The Associated Portland Cement Manufacturers Ltd have been considered and the Price Commission has found itself obliged to use its powers to approve interim increases under the Safeguard Regulations. They have accepted the company's legal right to an overall weighted average increase of 4.77 per cent on ordinary cement.

This compares with the weighted average price increase of 10 per cent originally notified. The commission announced on 10 February that certain price increases proposed by the Associated Portland Cement Manufacturers Ltd would be subject to investigation. The investigation is continuing.

Regulations for fuel vehicles published

The manner in which information is to be displayed on road vehicles carrying solid fuel in metric quantities is laid down in regulations coming into force on 1 April.

The Weights and Measures Act 1963, as amended, requires road vehicles carrying solid fuel in metric quantities to display information indicating the quantities in open-topped containers carried on the vehicle. The new regulations, published on 1 March, prescribe the manner in which this information must be shown and the form in which the required statement of the name and address of the seller shall be displayed.

Work permits required for industrial trainees

Companies are reminded that, under the Immigration Act 1971, overseas nationals coming to the UK for training or familiarisation with a company's products may require work permits, which the British company concerned has to obtain. In cases where a work permit is required, it must be obtained before diplomatic or consular posts abroad can issue a visa. The issue of a visa may therefore be delayed by failure to obtain a work permit in advance.

Companies can inquire whether a work permit is required from: Department of Employment, Overseas Labour Section, Ebury Bridge House, Ebury Bridge Road, London SW1W 8PY, tel. 01-730 9661.

Current practice in hearing aid business to be retained

There were good reasons for retaining the current practice whereby a customer paid an inclusive fee covering consultation, prescription, purchase and after-sales support for hearing aids, Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection told parliament on 2 March.

He said that he had concluded his discussions following the Price Commission report, published on 12 July last year, on privately prescribed hearing aids. As recommended in the report, he had re-examined with the industry the case for disaggregating the various elements in the bill. He now believed that such disaggregation would not be in the interests of the consumer.

The code of practice of the Hearing Aid Council required that hearing-aid dispensers should undertake to support the patient for the life of the hearing aid supplied. The nature of the disability made it vital that consultation and advice should always be readily available. Mr Maclennan added that he was glad to learn of the importance attached to the hearing-aid service within the National Health Service and that the range of National Health Service aids had been extended.

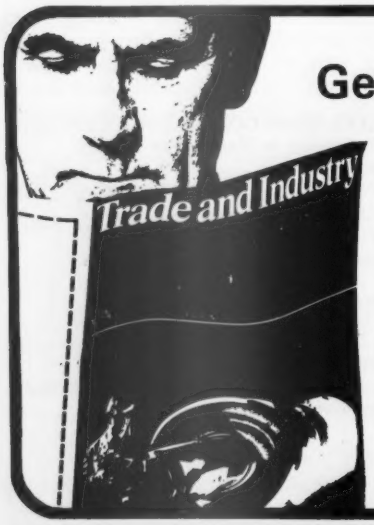
Official appointments

Transport Users' Consultative Committee for East Anglia: Roy Hattersley, Secretary of State for Prices and Consumer Prot..ction, has appointed Colin George as chairman of the Transport Users' Consultative Committee for East Anglia until 28 February 1981.

Transport Users' Consultative Committee for East Midlands: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr P. D. Periton, Mrs J. M. Moore, Mr C. T. Jenkins and Miss S. M. Jones as members of the Transport Users' Consultative Committee for the East Midlands until 30 November 1980.

Southern Electricity Consultative Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Christopher Goodall and Councillors Adam Brown and Arthur Miles as members of the Southern Electricity Consultative Council until 31 August 1980.

Eastern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr J. D. Richards as a member of the Eastern Gas Consumers' Council until 30 November 1980.



Get this week's copy this week

If you're not reading the current copy of Trade and Industry you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.
Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of Trade and Industry.
Ring our Circulation Controller on 01-215 5021 and ask about an additional subscription. Or just simply clip the coupon.

To: Trade and Industry, FREEPOST, London SW1H 0YZ

I would like to take out an annual subscription to Trade and Industry.

☐ Please invoice me/my company

or

☐ I enclose £30.60 for one year's subscription (includes postage to any part of the world)

or

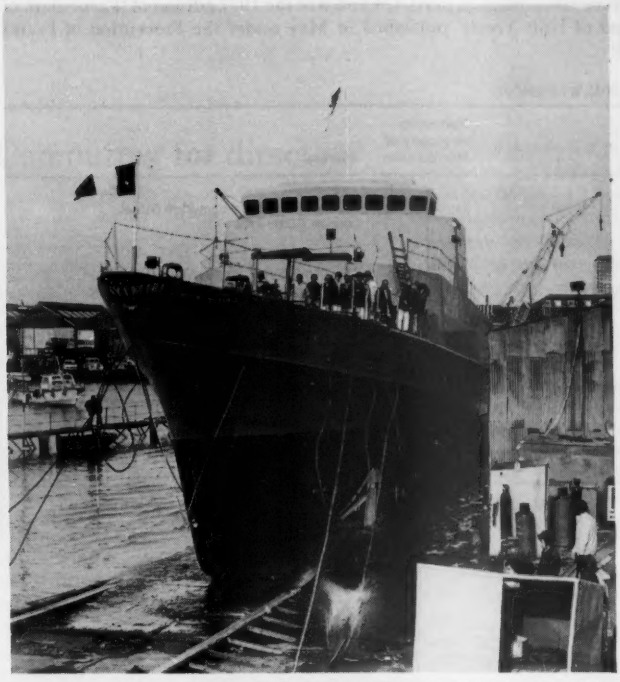
☐ Charge one year's subscription to my HMSO account number

Copies should be sent to

name

address

Another corvette for Nigerian navy



Launched at Vosper Thornycroft's Portsmouth shipyard last month, *NNS Enyirimi* is the second of two mark 9 corvettes designed and built for the Nigerian Navy.

Plant and Machinery
Industrial Property

SALES & VALUATIONS

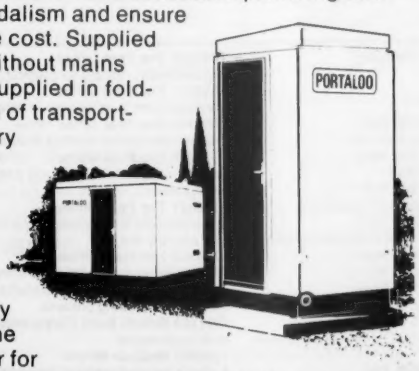
UK & OVERSEAS

Henry Butcher & Co

London 01-405 8411
Leeds 0532 457356
Irish Associate: Dublin Tel: Dublin 764471

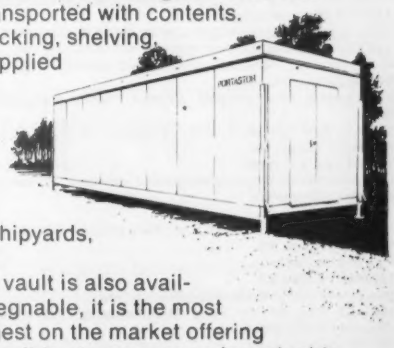
Sanitation...
PORTALOO toilet units

PORTALOO toilet units – completely flexible in size, layout and range of fittings to meet virtually any sanitary requirement. Steel construction and concealed plumbing and wiring resist vandalism and ensure low maintenance cost. Supplied for use with or without mains drainage. Also supplied in fold-flat form for ease of transportation with sanitary fittings as crated sub assemblies with pick-up connections. PORTALOO toilet units meet all local authority requirements. The complete answer for public conveniences, schools, parks, picnic sites, camp and caravan sites, gypsy encampments, and all construction and industrial sites. BUY OR HIRE.



Security...
PORTASTOR security units

PORTASTOR security units provide tough, high security storage or work space. Eight standard sizes with floor areas from 1.35m² to 25.00m². Units can be linked or stacked two high. Every unit fitted with high security doors, hinges and lock. Made from galvanised steel. Can be lifted and transported with contents. Can be fitted with racking, shelving, alarms, etc. Also supplied in fold-flat form for ease of transportation. Used at factories, depots, schools, farms, recreational areas, construction sites, shipyards, docks, garages, etc.
A PORTASTOR tool vault is also available. Virtually impregnable, it is the most burglar proof tool chest on the market offering 1.6m³ of easily accessible storage space for valuable tools and equipment. BUY OR HIRE.



PORTALOO and PORTASTOR are registered trade marks

Send for details

Clip this advert to your letterhead for details
Portasilo Ltd. Huntington, York YO3 9PR
Telephone 0904 24872-6 Telex 57849

12 AM

Government sales

21 March 1978 – Miscellaneous

Location
The Embassy Suite, Balkerne Lane, Colchester, Essex

Auctioneers
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester (0206 46161)

Stores lying at depots in Kent, Essex and East Anglia including clothing, furniture, householdware, binoculars, engineering and hand tools, electronic equipment, tyres, 26 Minis, some other vehicles and miscellaneous items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified.

21 February 1978
1090112 The Post Office
Improvements in or relating to pulse transmission systems
1146686 The Post Office
Improvements in or relating to telecommunication switching systems
1178231 The Post Office
Improvements in or relating to methods and apparatus for locating faults in the conductors of cables
1222685 The Post Office
Digital communication systems
1242530 The Post Office
Electrical measuring apparatus
1371618 The Post Office
Method and apparatus for selectively interconnecting a plurality of conductors
1441927 The Post Office
Improvements in or relating to illuminating a subject for filming
1454918 The Post Office
Improvements in or relating to electrical connectors
1486633 The Post Office
Improvements in or relating to dielectric optical waveguides
1486770 The Post Office
Improvements in or relating to coin acceptance mechanism
1480588 Agfa-Gavaert
Dielectrographic recording apparatus and method
1484269 Agfa-Gavaert
Photographic silver complex diffusion transfer processing liquid
1484998 Agfa-Gavaert
Air flotation turner bar
1485379 Agfa-Gavaert
Improvements relating to photographic recording and reproduction of information
1368615 Fuveau SA
Pharmaceutical compositions comprising pyrazole derivatives
1368616 Fuveau SA
Pyrazole derivatives
1373544 Fuveau SA
New derivatives of alpha-methylbenzylamine
1467433 The British Food Manufacturing Industries Research Association
Crystallization of sugar
1472056 The British Food Manufacturing Industries Research Association
Information storage systems and input stages therefor
1483185 Parnall and Sons Limited
Improvements in upholstery
1483933 Parnall and Sons Limited
Dowelling
1130845 Noranda Mines Limited
Method and apparatus for controlling the temperature of metal lances in molten baths
1470190 Italsider SpA
A nozzle for a lance head
1483635 BBC Brown Boveri and Company
Electrical current limiting device

23 February 1978
1391138 Societa, Italiana Resine SIR SpA
Process for the production of ethylene oxide
1391869 Societa, Italiana Resine SIR SpA
A process for recovering ethylene oxide
1394802 Societa, Italiana Resine SIR SpA
Process for the alkylation of aromatic hydrocarbons
1394956 Societa, Italiana Resine SIR SpA
Improved process for the alkylation of aromatic hydrocarbons
1396264 Societa, Italiana Resine SIR SpA
Process for the preparation of ethylene glycol
1401107 Societa, Italiana Resine SIR SpA
Process for the production of methyl acrylate
1408690 Societa, Italiana Resine SIR SpA
Process for the production of 2,2-(4,4'-dihydroxy-diphenyl) propane
1414710 Societa, Italiana Resine SIR SpA
Improved process for the production of acrolein and acrylic acid
1416790 Societa, Italiana Resine SIR SpA
Process for the continuous preparation of unsaturated polyesters
1418228 Societa, Italiana Resine SIR SpA
Process for the production of polymers of acrylonitrile and styrene and of acrylonitrile, styrene and butadiene
1418510 Societa, Italiana Resine SIR SpA
Process for the production of glycol ethers
1423755 Societa, Italiana Resine SIR SpA
Catalyst for the production of acrylonitrile, acrylic acid and acrolein
1440332 Societa, Italiana Resine SIR SpA
Process for the production of ethylene oxide
1034923 The Post Office
Improvements relating to communication systems
1035021 The Post Office
Improvements in or relating to selecting circuits
1093221 The Post Office
Improvements in or relating to decoding equipment
1176362 The Post Office
Improvements in or relating to methods of and apparatus for joining wires
1169301 The Post Office
Improvements in or relating to continuous pay-out devices for wire and the like
1268352 The Post Office
Improvements in or relating to lifting devices
1209987 British Steel Corporation
Steel manufacturing process
1421152 British Steel Corporation
Melting of metals
1486467 Medicor Huvek
A circuit arrangement for impoving evaluation of pictures

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patent form no. 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

Particulars of dealers in securities and of unit trusts

The following changes have taken place in parts 1, 4 and 5 of the 1977 edition of 'Particulars of Dealers in Securities and of Unit Trusts' published in May under the Prevention of Fraud (Investments) Act 1958:

PART 1 HOLDERS OF PRINCIPAL'S LICENCES

Name	Nationality or country of Incorporation	Address
ADDITIONS		
Dai-Ichi Securities Co Ltd	Japan	Warnford Court, Throgmorton Street, London EC2N 2AS
DELETIONS		
Jacobs, Kroll and Co Ltd		8/9 Hayne Street, London EC1A 9HH
Investors Management Services Ltd		Halifax House, 30 High Street, Tunbridge Wells, Kent TN1 1XE
CHANGES OF ADDRESS		TO
Silkbarn Management Ltd		State House, 22 Dale Street, Liverpool L2 4TR
Duncan Lawrie Ltd		Colonial House, 24/25 Mark Lane, London EC3R 7DQ
Midland Montagu Personal Financial Services Ltd		4 King's Arms Yard, Moorgate, London EC2R 7AD
Page and Gwyther Ltd		1 Founders Court, Lothbury, London EC2R 7DB
London and European Trust Ltd		101/103 Great Portland Street, London W1

PART 4 EXEMPTED DEALERS including TRUSTEE SAVINGS BANKS

Name	Registered office, principal place of business or principal place of business in Great Britain
ADDITIONS	
Barclays Mercantile Industrial Finance Ltd	Elizabethan House, Great Queen Street, London WC2B 5DX
G. R. Dawes and Company (Management Services) Ltd	42-46 Hagley Road, Birmingham B16 8PZ
DELETIONS	
London Indemnity and General Insurance Co Ltd	142 Holborn Bars, London EC1N 2NH
Martins Bank (Finance) Ltd	68 Lombard Street, London EC3
Bank of Scotland Finance Ltd	PO Box 49, 4 Melville Street, Edinburgh EH3 7NZ
CHANGES OF ADDRESS	TO
Deutsche Bank (UK) Finance Ltd	10 Moorgate, London EC2P 2AT
Estate Duties Investment Trust Ltd	91 Waterloo Road, London SE1 8XP
CHANGE OF NAME	TO
Ionian Bank Ltd	Ionian Securities Ltd

PART 5 AUTHORISED UNIT TRUST SCHEMES

CHANGES

DELETE	AND REPLACE BY	DELETE	REPLACE BY
New Court Fund Managers Ltd PO Box 185 New Court St Swithin's Lane London EC4P 4DU	N. M. Rothschild Asset Management Ltd PO Box 185 New Court St Swithin's Lane London EC4P 4DU	Prudential Unit Trust Managers Ltd 142 Holborn Bars London EC1N 2NH	Prudential Portfolio Managers Ltd 142 Holborn Bars London EC1N 2NH

AMALGAMATIONS
Hambro Income Fund has amalgamated with Allied Equity Income Trust and has been renamed Allied Hambro Equity Income Trust

TERMINATIONS
Hambro Income Fund will terminate pursuant to its amalgamation with Allied Equity Income Trust

New publications

Computing for directors

'Computing is no longer an esoteric activity. Today it is within reach of most companies. Even in those of modest size, depending on the nature of their business, computing can make a very considerable contribution to their efficiency' – so says David Firnberg, director of the National Computing Centre, in his introduction to the Institute of Director's 'Guide to Computers'.

This handy booklet, prepared by the institute in collaboration with the National Computing Centre, sets out to describe to the director the current position of the computer in the industrial and commercial world and to show what developments are likely in the future.

Various aspects of computer systems are examined, including the types of systems available, their position in relation to the unions, the role of insurance and the effects on privacy. Also examined briefly are current trends in hardware and software and the use of microfilm, and there is advice on what to take into account when deciding whether to opt for the services of a bureau. There is a brief glossary of basic computer terms.

The guide is aimed primarily at those in the boardroom (and there must be many) who, faced by the prospect of 'computerisation', are bombarded by literature from the many competing computer manufacturers and service organisations and feel in need of objective advice.

The Director's Guide to Computing; prepared by the Institute of Directors in collaboration with the National Computing Centre. Available from the Institute of Directors, 116 Pall Mall, London SW1W 5ED. 1977. 114 pages; paperback £1.00 (75p to members).

Foreign exchange in practice

In an age when floating exchange rates and currency crises are not uncommon, it is essential that businessmen whose companies are actively engaged overseas should have some basic knowledge of foreign exchange – how it is organised and how it functions. For too long the subject has remained the domain of financial theorists and foreign exchange dealers.

Now, Raymond Coninx has attempted to provide a guide for a wider audience. His intentions, his preface explains, is 'to give the commercial user an outline of current foreign exchange practices and some indication of how the professional dealers in the banks think'. With his experience working for several foreign exchange and treasury departments of overseas and merchant banks in the City, the author is obviously well-equipped to discuss the subject.

Writing in a lucid readable style, he provides a brief history from the period of the introduction of the gold standard to the present day, while also examining the theoretical background. He also describes the practical aspects of the subject. Such terms as 'spot exchange rates', 'forward exchange rates' and 'exposure management' are explained in language that the layman will understand. Mr Coninx describes difficult concepts clearly, illustrating with worked examples to help the reader. A helpful bonus is a glossary of terms in use for foreign exchange dealings.

As an introduction to the subject this book should prove as useful to exporters, as to students of the business and commercial world.

Foreign Exchange Today, by Raymond G. F. Coninx. Woodhead-Faulkner. 1978. 167 pages. £5.75 (ISBN 0 85941 056 0).

Strong words for exploiters

'Present methods of controlling trade and industry's attitude and practices in relation to consumers is inadequate', says consumers' champion Marion Giordon. Author of the much-publicised 'The Consumer Jungle' (now out of print), she highlights in her latest book some of the ploys that are used by manufacturers to exploit the 'gullible consumers'.

Dealing first with specific industries – footwear, electrical goods, soap and detergent products, and processed foods, she has some strong words for manufacturers. Criticism is levelled at the footwear industry for sacrificing durability to the dictates of fashion, and at manufacturers of electrical goods, who are accused of promoting unecessarily complicated machines to carry out simple jobs. In the field of cleaning products and processed foods, she points to the domination of the markets by a few large firms, and the effects of heavy advertising expenditure.

Addressing herself to the general problems of consumer vulnerability, the author describes the ways in which social and psychological pressures are exacerbated by manufacturers' promotional activities. Ms Giordon complains, for example, that parents are encouraged into heavy expenditure for the sake (she believes) of their own and their children's prestige. She concludes by examining present government machinery for consumer protection and discusses what future action might be taken on the part of government and the consumer to improve matters.

Although aimed primarily at the mass consumer market, the book provides a personal viewpoint on a wide range of consumer issues. Written in a lively, if at times somewhat colloquial style, it may well also be of interest to those in the firing line.

How to be Exploited – (and How to Avoid It), by Marion Giordon. Maurice Temple Smith. 1978. vii, 158 pages; hardback £5.00 (ISBN 0 85117 140 0); paperback £2.25 (ISBN 0 85117 141 9).

Assessing the Nigerian market

Overseas advertising, to be a sound way of promoting exports, has to be properly organised. So when the advertisers produce a market report it should be worth a second look. The advertising and programming division of Rediffusion International has for some years now been producing a series of market profiles on individual countries to help the potential exporter assess the possible market for his products.

The latest addition to the series covers Nigeria. It replaces and supersedes the previous edition which was published in 1975, but follows the same pattern. General information on the geography and economy is supplemented by specific chapters on marketing and advertising, and also included is a map of the country and some addresses of contacts there. Details have been obtained from television and radio stations in Nigeria – a better source of current information than usual channels. Some of the data and statistics are as recent as 1977.

There are 12 country profiles available in the series at the moment. A thirteenth, on 'Bahrain', should be ready in April. Many of the areas covered so far – Trinidad, Bahamas, Guyana – are less well documented elsewhere, which gives the Rediffusion series, with its regular programme of updating, added value.

Nigeria Market Profile. Rediffusion International Ltd, PO Box 451, Carlton House, Lower Regent Street, London SW1Y 4LS. 1977. 35 leaves; paperbound £12.00.

Textile wastes in industry

A short study has been undertaken into textile wastes to discover how they arise, how they are re-used and to examine the problems associated with their reclamation. The report entitled 'Textile wastes and their reclamation', by V. E. Brondie (LR 264(MR)), is available from Warren Spring Laboratory, Department of Industry, Gunnels Wood Road, Stevenage, Hertfordshire SG1 2BX, price £4.00 (ISBN 0 85624 113 X).

New products

Portable x-ray unit for field use

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

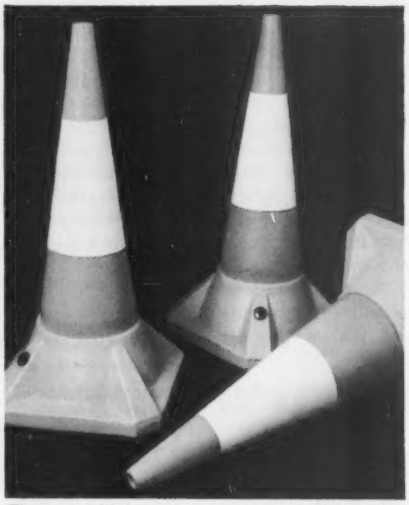
A battery-operated, portable x-ray suitable for field use and other applications including forensic studies, material inspections, non-destructive testing, veterinary and some medical investigations has been introduced by Sas Developments Ltd.

The SA93 consists of an x-ray generator, complete with rechargeable nickel-cadmium batteries, contained in a single unit fitted with a carrying handle. Intensity of the x-ray may be adjusted from 120 kV to 150 kV. X-rays are emitted as a single 100 nanosecond pulse but a facility for multiple pulses is incorporated. A single pulse from the SA93 does not affect normal unexposed photographic film and the company says that the unit is fully shielded and cannot harm the operator, providing normal safety procedures are observed. A safety plug is incorporated which, when removed, renders the unit inoperative.

For portable operation the SA93 is designed for use with cassettes and Polaroid film. Cassettes enable the films to be developed on site, in normal daylight, producing positive radiographs in a few seconds or normal x-ray film can be used. An extension cable and control box is provided for remote operation together with a power supply for recharging the nickel-cadmium batteries. Equipment plus accessories are contained in a leather carrying case and can be easily carried by one person.

Further information: circle 445

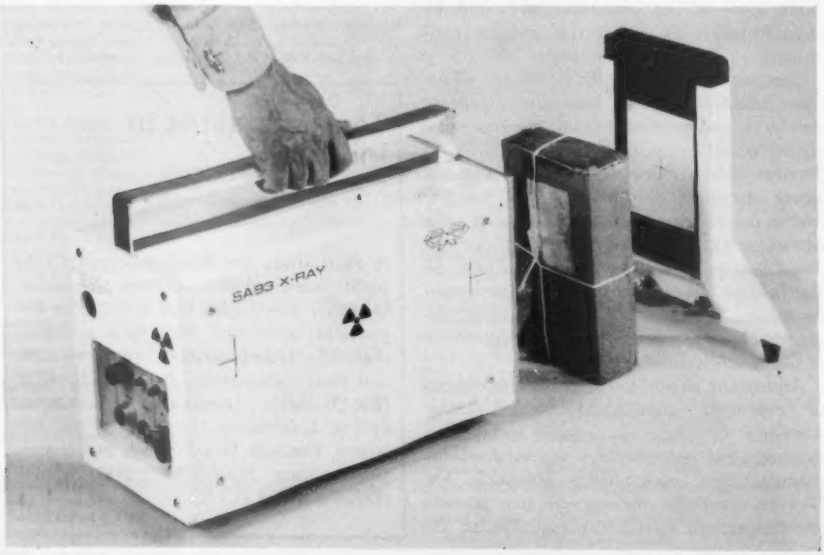
Road safety cones from polyethylene



These 1 m high road cones are manufactured by Swintex Ltd, from low-density polyethylene and the two-piece moulding provides a fully sealed base. Sand or water filled for extra stability, they are available in standard orange or fluorescent colours with standard or highly reflective white sleeves.

Further information: circle 446

Principally developed for use by bomb disposal teams investigating suspected packages, the SA93 is a portable x-ray unit suitable for a wide range of applications.



Precision measurement of nitrogen-15

VG-Isotopes Ltd has introduced an isotope enrichment mass spectrometer, MM622, for measuring the concentration of N-15 – one of the two isotopes present in nitrogen. Such data are essential in agricultural research into crop yields and the effectiveness of fertilisers, in soil science and various nutritional studies.

MM622 retains the high-precision double-collecting technique of the company's existing MM602D unit, but has simplified electronics and vacuum and inlet systems. It is easy to operate and has a high sample-throughput capacity with a 10 s per sample measuring time, after manual introduction of the sample.

A reproducibility between samples of better than 0.005 atom per cent is achieved after a one-minute measuring period, and as items such as residual gases are at least one order of magnitude less than the reproducibility, correction factors are unnecessary.

The machine weighs 300 kg and needs a space of 940 mm × 1230 mm, with access space all round.

Further information: circle 447

BXL markets translucent synthetic paper

BXL is introducing a translucent grade of its Polyart synthetic paper.

Known as BXL Polyart Translucent, the new grade offers Polyart's print and performance characteristics – with, for the first time, the valuable bonus of translucency. The company says that it is an ideal print medium for point-of-sale applications in particular, where posters can be back-lit in display light boxes, and for technical information sheets and leaflets. It claims its properties include durability, tear and flex resistance and a waterproof surface which can be wiped clean using a damp cloth.

BXL Polyart Translucent can be printed in screen sizes up to 175 mesh. The new material may also be used as photocopy masters. At the moment it is available on the reel and in sheet in a substance of 97 g/m² (100 micron) but BXL says that it could be produced in other substances if required.

Further information: circle 448

Mobile tower for the brightlights

High levels of lighting for emergency, mobile or temporary uses are made possible with Wysepower's 9 m mobile lighting tower mounted on a high-speed road trailer that is easily towed behind a car or Land-Rover.

The lighting head, which will carry tungsten/halogen lamps or high-pressure

mercury-vapour or sodium lamps with outputs up to 260 000 lumens of shadow-free lighting over an area of about 18.5 m² is fitted at the top of a three-section galvanised tubular-steel-latticed tower. Lamps can be individually adjusted from the vertical to the horizontal.

Raising and lowering the boom and extending the mast by a one-hand safety winch, switching the lights off or on, and starting the diesel-driven 3.5 kVA, 1500 rev/min generator can all be done by one man standing behind the mobile.

In the towing position, the boom and mast rest horizontally between two dust-proof and sand-proof hoods. One hood protects the engine and the other serves as the cover for a locker carrying tools, spares and the lighting team.

Two jacks at the back and one at the front give the unit extra stability on soft or uneven ground. The 3.9 m long steel-framed trailer weighs 780 kg, is fully wired for road towing and has override brakes.

An electric start can be supplied, and a special fuel tank to give 24 hour continuous use, instead of the standard eight hours, is also available.

Further information: circle 449

Three-tonne dumper introduced

A new compact three-tonne dumper truck, introduced by Johnson Machinery Ltd, of Adswood, Stockport, is shown here, making light work of exacting conditions during a recent demonstration. Already proven by months of use in fleet hire work on tough sites in Scotland, the vehicle is powered by a Lister air-cooled diesel engine developing 24 hp at 1800 rpm; it has powerful four-wheel drive, hydraulic powered tipping, three forward and three reverse gears and features drive axles incorporating long-life totally enclosed oil-immersed multi-plated disc brakes for positive and reliable four-wheel braking in mud wallowing conditions. **Further information: circle 451**

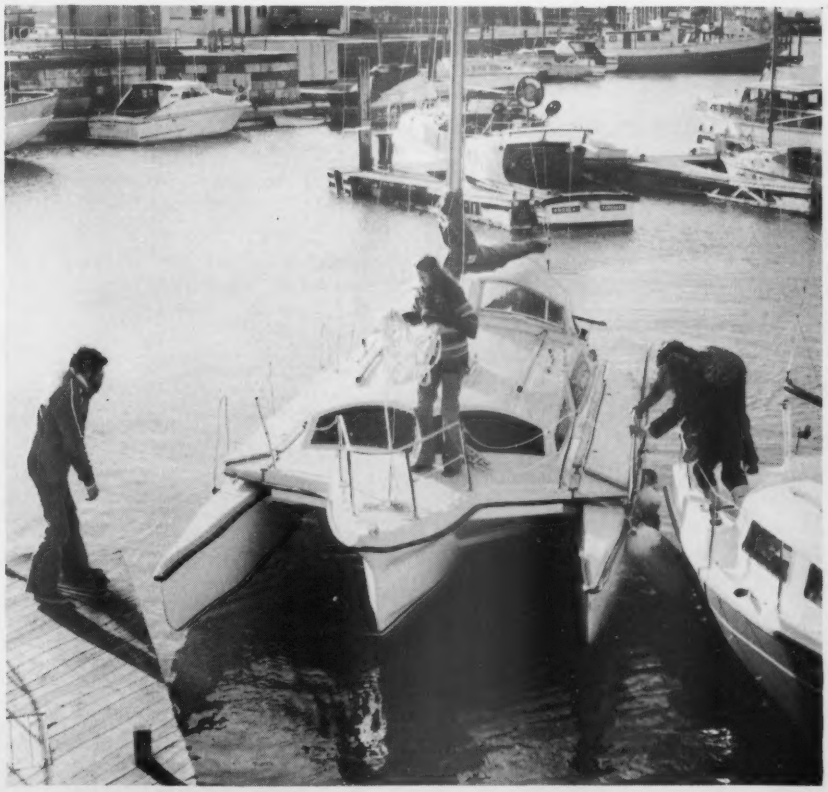
Trials tyre gets to grips with rough terrain

Avon Mudplugger tyres are specifically designed says the company for inflation pressures down to 0.18 bars, while maintaining the stability of conventionally constructed tyres and their resistance to puncture. At these low pressures, the tread remains open, affording extra grip over almost any terrain – particularly in the wet and on rocky surfaces. The tread pattern features modified shoulder blocks to provide improved camber grip. The tyre is of three-ply construction with one radial ply built over a two-ply crossply casing. The specially selected tread compound has high cut resistance and gives good wet grip. Picture shows British trials rider, Bob Williams, putting Avon's Mudplugger tyres through their paces on rugged ground.

Further information: circle 450

Trimaran folds in its outriggers

Telstar, an 8 m trimaran from AJS Sandwich Yacht Construction offers a special outrigger design that allows the beam of the boat to be reduced while in motion.
The outriggers have a solid deck when sailing, but, with a simple adjustment the outriggers can be folded inwards to reduce the beam for docking in a marina or motoring up a canal. Telstar has sleeping accommodation for five. **Further information: circle 452**



Technology news

Harwell announces new catalyst unit

Harwell is to set up a new unit with the aim of developing materials technology and special equipment in close collaboration with industry. Support for the underlying research has already been given by the Chemical and Minerals Requirements board of the Department of Industry to the extent of £33,000 over the next three years.

Objective of the Harwell catalyst unit will be to focus the general requirements of industry into a programme designed to develop techniques and existing facilities for catalytic research. Techniques developed in the unit would be readily available to industry to solve specific commercial problems on a confidential and fully re-chargeable basis. In addition, it is hoped to make facilities available to university departments whereby the results of collaborative research could be closely interfaced with industry's requirements.

Dr R. S. Nelson, head of the Harwell metals and chemical technology centre, will have overall responsibility for the new venture.

Data buoy to be redeployed off Lands End

Following an extensive refit, the UK National Data Buoy is to be redeployed during the spring. Plans are to position it near the edge of the Continental shelf in the south western approaches, 150 nautical miles off Lands End, where it will collect data for the oceanographic committee of the UK Offshore Operators Association (UKOOA). Essential background information for eventual oil and gas exploration in the area will be provided by the association. The Meteorological Office will also be using the data to assist in compiling synoptic forecasts for the whole of the British Isles.

Designed by the Seatek association of companies, on behalf of the government, this 30-tonne, 7.6 m diameter, wave-riding unmanned buoy has already completed 18 months of operational trials in the North Sea, where it has been collecting and relaying information in extremely severe environmental conditions.

On board the buoy, advanced oceanographic and meteorological sensors measure wind, wave, temperatures and sea currents. This information is sent by a telemetry link – employing the multi-frequency shift tone modulation system developed for the British diplomatic wireless service – to an unmanned shore station and thence, by landline, to the base station for immediate computer analysis.

The buoy's data handling equipment can deal with 90 channels of information – sensor data and its own housekeeping – and this number can be increased if necessary. It transmits information from each of the 90 channels every hour, in addition to a 20-minute transmission every three hours of buoy-motion samples to provide wave data.

Power source is a thermo-mechanical generator with sufficient supplies of liquid propane for two years' continuous operation: it also has banks of stand-by primary cells which automatically come on-load, without interruption, in the unlikely event of a failure in the main power unit.

Member companies of Seatek are EMI Electronics Ltd, British Aerospace Dynamics Group and Blackwell Engineering – a division of River Thames Shiprepairs Ltd.

Seminar arranged to debate major chemical hazards

A seminar on major chemical hazards is to be held by Harwell next month. It will be particularly timely in view of the publication of new draft regulations later this year by the Health and Safety Executive to establish a notification scheme aimed at identifying sites where major hazards exist.

HSE's intention is that the regulations should be widely discussed by all interested parties so that in their final form they enjoy the broadest possible approval. Representatives from industry, the emergency services and government will be at the seminar, which is being held at The Lorch Foundation near High Wycombe, Bucks on 26 and 27 April.

The programme is deliberately broad-based, and designed to attract those concerned with all aspects of the major chemical hazards issue – prevention, containment, legislation and planning. Copies can be obtained from Mr C. J. Preuveneers, Education and Training Centre, Building 455, Harwell, Oxfordshire.

Computing briefs to aid management

A series of briefings for top management on the impact of computing on both business and private life is being launched by the National Computing Centre, Manchester. 'Computing Briefs' are in the form of a personal viewpoint from NCC's Director, David Firnberg, and each is to examine one computing topic, explaining its meaning and drawing conclusions as to its wider significance.

Computing has advanced from an accounting function to a position where it is accepted as an aid to company management. Computing technology and techniques change rapidly and one of the NCC's functions is to transfer this information to those who need to be aware of the implications for their own area of responsibility.

First brief is on the subject of microprocessors – the small powerful devices that could revolutionise computing and make computer power available at very low prices, for a wide variety of applications.

Food for trout – the humble sprat

Scientists at the Ministry of Agriculture, Fisheries and Food's Fisheries Laboratory at Lowestoft have been rearing specially bred rainbow trout on a sprat diet instead of commercial food pellets. Not only is this considerably cheaper, but the trout are thriving – as this fine 16 lb specimen, part of their breeding stock, shows.

Parliament

Monday, 27 February

Industrial strategy

Tim Sainsbury (Hove) asked the Secretary of State for Industry whether he was satisfied with the progress of the sector working parties. J. W. Rooker (Birmingham, Perry Barr) asked if he would make a further statement on the progress of the Industrial Strategy. Gwilym Roberts (Cannock) asked what study he had made of the recommendations relative to Industrial Strategy framed by the sector working parties and submitted to the National Economic Development Council; and what plans he had for implementing these recommendations.

Mr Williams replied that he was satisfied. The National Economic Development Council at its meeting on 1 February reaffirmed its commitment to the Industrial Strategy and endorsed the continuing role of sector working parties. The need now was to translate the sectoral work into positive action in individual companies. For its part the government was now considering the approximately 300 recommendations addressed to government in sector working parties' latest reports.

Regional development grants scheme

Eric S. Heffer (Liverpool, Walton) asked the Secretary of State for Industry if he were aware that the undertaking to review the rules under which the regional development grants scheme was operated was causing uncertainty for those making investment decisions and if he would make a statement.

Mr Williams said that in reply to the recommendation by the Committee of Public Accounts that the application and scope of the system of regional development grants should be reviewed, the Treasury minute of 16 November 1977 undertook that the rules under which the scheme is operated would be reviewed, bearing in mind the considerations to which the committee had drawn attention, and also the importance to the scheme of simple, objective criteria and continuity in the incentive offered. The review had been completed, and he had to inform the House of the outcome. Given the automatic and responsive character of the scheme as prescribed by part I of the Industry Act 1972, it was practicable to introduce new rules which would reduce its scope further. Nor was the government prepared to alter its application in ways which would put at risk important objectives of its industrial strategy. Accordingly, apart from some minor changes designed to prevent abuse of the qualifying premises concept on which the scheme was based, and to which the Public Accounts Committee drew attention, no alteration to the rules of the scheme as it was currently administered was envisaged. This statement would, he trusted, remove any uncertainty caused by the undertaking to conduct the review.

Borrowing facilities for motor industry

Evelyn King (South Dorset) asked the Secretary of State for Industry in how many cases his department had guaranteed with the joint stock banks overdrafts granted to the motor industry; and what were the sums issued and the number of years for which the guarantee held.

Mr Huckfield stated that in 1974 and 1975 guarantees were given for borrowing facilities of up to £100 million made available to British Leyland by the banks. These guarantees were extinguished in November 1975.

Assistance to British Leyland

Nicholas Ridley (Cirencester and Tewkesbury) asked the Secretary of State for Industry how much public money had so far been advanced to British Leyland, since its shares were acquired by the National Enterprise Board.

Mr Kaufmann said that since the National Enterprise Board acquired its holding in British Leyland on 1 March 1976, £150 million of public money had been advanced to the company in the form of long-term loans. In addition, the company had received small amounts of assistance under a variety of schemes which were available to industry generally.

Financial assistance for wool industry

Max Madden (Sowerby) asked how much financial assistance had been given to Great Britain's wool industry over the last five years.

Mr Cryer replied that in the period 1 January 1973 to 31 December 1977, a total of £21,984 million finanical assistance had been given to the British wool textile industry as follows

	£ million
Wool textile scheme (stage 1) (section 8 of the Industry Act 1972)	13.161
Wool textile scheme (stage 2) (section 8 of the Industry Act 1972)	0.018
Selective financial assistance (under section 7 of the industry Act 1972)	1.931
Temporary employment subsidy	6.874

Regional development grants totalling more than £45 million were paid to the textiles industry as a whole in the period April 1972 to September 1977; separate statistics for the wool textile industry were not available.

Choice of machine tools

Cranley Onslow (Woking) asked the Secretary of State for Industry if officials of his department were authorised, when considering requests from manufacturers for loans from public funds, to make approval conditional upon the purchase of machine tools or other equipment of British origin, rather than from other EEC countries.

Mr Cryer said that his officials were not authorised to do so. The choice of equipment most suitable for a project's success, and hence to achieve the purposes for which assistance in any form was provided, lay with the applicant company. British suppliers had a full and fair opportunity to meet orders arising from assisted projects, and in general secured some 75 per cent of such orders.

Japanese manufacturing facilities

Doug Hoyle (Nelson and Colne) asked the Secretary of State for Industry how many applications he received from Japanese firms in 1977 desiring to set up manufacturing facilities in Great Britain.

Mr Williams said that in the course of 1977 a number of Japanese companies had indicated varying degrees of interest in setting up manufacturing facilities in Great Britain.

Ancillary work on Polish ship order

Michael McNair-Wilson (Newbury) asked the Secretary of State for Industry what percentage of ancillary work on the Polish ship order was to be handled by British firms; and what percentage was going abroad.

Mr Huckfield said that the purchase of material and equipment for that order was a matter for the shipbuilders concerned. He understood that most of the orders had been placed and British Shipbuilders did not expect the total placed outside the United Kingdom to exceed 14 per cent of its total costs.

Derelict land clearance areas

Dr Oonagh McDonald (Thurrock) asked for a list of all the districts in England which have been given derelict land clearance area status, together with the derelict and despoiled acreage in each case.

Mr Cryer replied that the geographical unit used for designating derelict land clearance areas (DLCAs) were the employment office areas (EOA). All the present DLCAs were designated in 1970 and adjoined the assisted areas in the west and east Midlands. The EOAs concerned were:

Arnold	Hanley	Netherfield
Bakewell	Hucknall	Newark
Basford and Bulwell	Ilkeston	Newcastle-under-Lyme
Beeston	Kidsgrove	Nottingham
Belper	Leek	Retford
Biddulph	Long Eaton	Stoke-on-Trent
Burslem	Longton	Stone
Cheadle	Mansfield	
Derby	Matlock	

Details of derelict and despoiled land were given in the Survey of Derelict and Despoiled Land in England 1974, produced by the Department of the Environment. Figures about the extent of derelict land were available for individual local authority districts although those for mineral workings, the largest category of despoiled land, were available only for counties. The amounts of derelict and despoiled land in the local authority areas which most nearly correspond to the EOAs listed above were:

DERELICT LAND — Figures at 1 April 1974

District	Total dereliction hectares
Amber Valley [1]	398
Bolsover [1]	181
Derby	96
Erewash	124
South Derbyshire [2]	59
West Derbyshire	325
Derbyshire (total) [3]	1 797
Ashfield [1]	102
Bassetlaw [1]	208
Broxtowe [1]	59
Gedling	37
Mansfield	85
Newark [2]	184
Nottingham	101
Rushcliffe	71
Nottinghamshire (total)	847
Newcastle-under-Lyme	273
Stafford [2]	173
Staffordshire Moorlands	195
Stoke-on-Trent	517
Staffordshire (total) [3]	1 934

Notes: [1] Part only of the district has DLCA status; the remainder is an intermediate area and is thus also eligible for 100 per cent grants for approved derelict land clearance schemes. [2] Part only of the district has DLCA status; the remainder is a non-assisted area. [3] Includes those districts (not listed) no part of which has DLCA status.

DESPOILED LAND — Figures at 1 April 1974

County	Minerals workings where work is in progress	Abandoned mineral workings: restoration conditions unfulfilled	Area in use for refuse tipping Hectares
Derbyshire	2 292	43	259
Nottinghamshire	2 103	50	138
Staffordshire	2 562	13	462

Sperm whale oil

Kenneth Warren (Hastings) asked the Secretary of State for Industry what quantity of sperm whale oil imported in the first six months of 1977 originated in non-member states of the International Whaling Commission; and if, in view of that body's recent resolution deprecating such trade, he would now prohibit such imports.

Mr Cryer stated that although monthly total quantities and values for sperm oil imports were

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

published, country details are suppressed to prevent disclosure of confidential commercial information. But he understood that nearly all the sperm oil imported into the UK originated in countries which were members of the International Whaling Commission (IWC), and that it was many years since the major importers in the UK had obtained supplies from non-member states.

At the last meeting of the IWC the USA had put forward a resolution calling for a ban on the importation of whale products from non-IWC countries, and the resolution was accepted by the commission. The resolution represented an obligation to take action, and commissioners were required to report at the next annual meeting on measures taken by their governments to give effect to the resolution. Preliminary reports were due to be with the commission by 14 April 1978. It may be that the government's international trade agreements would make the implementation of this resolution difficult, and this matter was being considered by the government's legal advisers.

Jobs for south Yorkshire

Edwin Wainwright (Dearne Valley) asked the Secretary of State for Industry if he were satisfied that the existing inducements to industrialists would bring more jobs to the south Yorkshire area.

Mr Cryer answered that regional selective assistance to south Yorkshire had already brought 10 447 jobs to the county, and safeguarded a further 4240. He was confident that the incentives available would continue to help attract new jobs to the area, although this would be affected, as was every other area of the country, by the current level of economic recession.

Industrial expansion in Consett and Stanley

David Watkins (Consett) asked the Secretary of State for Industry what industrial expansion he expected to provide in Consett and Stanley, County Durham, in the next financial year.

Mr Cryer answered that regional selective assistance had been offered to date under section 7 of the Industry Act 1972 to 10 projects located in Consett and Stanley which were expected to provide 380 new jobs in the year ending March 1979. Further industrial expansion in the area was being encouraged by the wide range of regional and other incentives available from his department.

Airport services

Eddie Loyden (Liverpool, Garston) asked the Secretary of State for Trade whether it was his policy that operations at Liverpool airport should be confined to third level services as defined in the white paper on airports policy.

Mr Clinton Davis said that it should not. The white paper explained that the definitions of airport categories should be interpreted flexibly since they would not necessarily be precisely relevant to all airports. It suggested that Liverpool airport might continue to provide broadly the same range of services as at that time, and forecasted that traffic might increase to one million passengers a year in 1990, compared with 355,000 in 1976.

Imports from Lomé countries

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Trade if he would list in the Official Report the total value of United Kingdom imports from all sources in 1977, the total value of imports from Lomé countries in 1977, and the second figure as a percentage of the first.

Mr Meacher said that total UK imports in 1977 were valued at £36,493 million cif of which £1,454 million cif, or 4 per cent by value, were consigned from the African, Caribbean and Pacific states which were currently parties to the convention of Lomé.

Israeli exports to EEC

Andrew Faulds (Warley East) asked the Secretary of State for Trade whether he was aware that arrangements were being made by the Israeli Minister of Finance, Mr Simha Ehrlich, with the South African government to provide access to the EEC for South African goods which would be finished in Israel and therefore exportable to the EEC by reason of the trade advantages available to Israel; and what was his policy with regard to this.

Mr Dell replied that exports from Israel to the EEC received the tariff preferences set out in the 1975 EEC/Israel trade agreement only if the origin requirements set out in that agreement were satisfied.

Registered limited companies

Sir Donald Kaberry (Leeds North West) asked how many limited companies: public, private, and limited by guarantee, were newly registered within the latest convenient 12 months; and how many of such types of companies were struck off the register within the similar period.

Mr Davis said that the number of limited companies newly registered during 1977 were as follows:

	Public[1]	Private[2]	Limited by guarantee[3] Public	Private
England and Wales	188	52 579	188	391
Scotland	14	2 296	14	9
	202	54 875	202	400

The figures in column [1] do not include public companies formed during the year by conversion from private companies, which is the usual method. The figures in [3] are included in [1] and [2].

The numbers of limited companies struck off the register during 1977 were as follows:

	Public	Private
England and Wales	10	31 591
Scotland	5	1 178
	15	32 769

Separate information relating to companies limited by guarantee was not available.

Cosmetic products regulations

Joyce Butler (Haringey, Wood Green) asked the Secretary of State for Prices and Consumer Protection if he would list the persons and organisations to whom he had sent for comment the proposed cosmetic products regulations he intended to make in implementation of the council directive of the European Community; and if he would indicate the persons and organisations on that list who were qualified to give expert opinions on possible harmful effects of certain chemicals in cosmetics.

Mr Fraser replied that some 270 interested bodies were consulted about the draft cosmetic regulations, including such bodies as the Medical Research Council and the Department of Cancer Research at Birmingham University. His department had been advised on the content of both the EEC directive and the implementing regulations by expert advisers in the Department of Health and Social Security.

Price of gas

Sir Derek Walker-Smith (East Hertfordshire) asked the Secretary of State for Industry what consideration he had given to the effects on the viability and competitiveness of small industrial undertakings of the price of gas required by them for the conduct of their operations; and if he would make a statement.

Mr Cryer answered that the price of gas was only one element in the cost structure of small companies. Gas was competitive with other fuels, and he had no evidence to suggest that tariffs discriminated unfairly against the small industrial user.

Consumer Council members

Anthony Grant (Harrow Central) asked the Secretary of State for Prices and Consumer Protection if he would set out the names of the members of the Consumer Council, the remuneration they had received by way of salary, fees or expenses from public funds, what other public offices they held and the date of expiry of their appointments.

Mr Fraser gave the following information:

Name	Appointment expires	Salary/fee	Other public office known to the department
Mr Michael Shanks (chairman)	16 October 1980	£4 066 pa	—
Mrs Joan Macintosh (deputy chairman)	16 September 1979	£3 912–48 pa	chairman Scottish Consumer Council[1]
Ms Beata Lipman	30 April 1979	£750 pa	chairwoman Welsh Consumer Council[1]
Cllr Richard Knowles	30 April 1979	£750 pa	—
Mr Brendon Sewill	30 April 1979	£750 pa	—
Mr Alexander Crawford	30 April 1979	£750 pa	member, Southern Electricity Consultative Council
Mrs Patricia Lambert	30 April 1979	£750 pa	—
Mrs Joan Young	30 April 1979	£750 pa	—
Lord Peddie	30 April 1979	£750 pa	chairman, Post Office Users National Council
Baroness Phillips	30 April 1979	£750 pa	—
Mrs Rachel Waterhouse	30 April 1980	£750 pa	member, Price Commission, Potato Marketing Board, Home Office working party on shoplifting, member, advisory committee on asbestos
Mr Christopher Holmes	30 April 1980	£750 pa	—
Mrs Dorette McAuslan	30 April 1980	£750 pa	deputy chairman, West Midlands Gas Consumers' Council
Dr Hylda Armstrong	30 April 1979	£750 pa	chairman, Northern Ireland Consumer Council
Mr J. Maxwood	30 April 1980	£750 pa	deputy chairman, Metrication Board; member Policy Holders Protection Board, Food Hygiene Advisory Council, Consumers Committee of the Agricultural Marketing Acts
Mr Michael Barnes	30 April 1980	£750 pa	chairman, Electricity Consumers' Council

All members of the council receive travelling and subsistence expenses at civil service rates.
[1] This appointment carries a salary of £750 pa which is paid out of NCC funds.

National Consumer Council

Anthony Grant (Harrow Central) asked the Secretary of State for Prices and Consumer Protection what was the cost to public funds of the Consumer Council since its formation.

Mr Fraser stated that the National Consumer Council had received £1,171,900 from public funds, since its formation in 1975 to the end of January 1978.

Rise in coal prices

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection to what extent he estimated the 10 per cent rise in industrial coal prices on 1 March and the similar increases in domestic prices on 1 November would increase the cost of living.

Mr Maclennan said that increases in industrial and domestic coal prices in March and November were estimated eventually to add about a quarter per cent to the retail price index. By itself, the November increase to domestic consumers would add 0.1 per cent to the all items index.

Portuguese timber imports

Andrew Welsh (South Angus) asked what was the present quantity of Portuguese timber imports into the United Kingdom compared with previous years; and what estimates he had of the effects of these and other imports on the home industry.

Mr Meacher gave the following figures for imports of softwood, hardwood, woodbased panels, other timber and simply worked wood consigned from Portugal:

Thousand tonnes

1974	1975	1976	1977
305	151	290	314

These imports were not at present having a significant effect on the home market although reduced demand had led to some overcapacity in many sectors of the European wood processing industry.

Tuesday, 28 February

Micro-electronics industry

R. B. Cant (Stoke on Trent Central) asked the Secretary of State for Industry, what discussions he proposed to have with the National Economic Development Office over the future size of, and level of investment in the micro-electronics industry.

Mr Cryer said that the future of the microelectronics industry in the UK was a priority subject in the government's Industrial Strategy programme, and was under urgent discussion by the electronic components sector working party; the Department of Industry and the National Economic Development Office were parties to these discussions.

Invoices for telex directory

Peter Rost (South East Derbyshire) asked the Secretary of State for Prices and Consumer Protection, what action he proposed to take under the Unsolicited Goods and Services Act concerning invoices being distributed to United Kingdom

businesses, inviting them to pay £125 for inclusion in a telex directory claimed to be produced by Campania GmbH, POB 2962, D2000, Hamburg 20, West Germany.

Mr Fraser replied that no action under this legislation was possible unless within six months of committing an offence the offender came within the jurisdiction of UK courts. However the company fraud department, Scotland Yard, were in touch with their opposite numbers in West Germany who were investigating complaints drawn to their attention.

Consumer advice centres

Dr Edmund Marshall (Goole) asked the Secretary of State for Prices and Consumer Protection whether he would list the proposed or extended consumer advice centres in respect of which applications made to him for capital cost grants under the scheme announced on 29 November 1977 had been unsuccessful.

Mr Fraser listed those applications for capital cost grants which the department had not at this stage been able to approve within the funds available:

SCOTLAND	
Dundee CAB	Dundee
Highland Regional Council	Inverness
Strathclyde Regional Council	Clydebank
Strathclyde Regional Council	East Kilbride
Strathclyde Regional Council	Glasgow (St Enoch Square)
NORTHERN REGION	
Humberside County Council	Bridlington
NORTH WEST	
Merseyside County Council	Kirkby
WEST MIDLANDS	
West Midlands CAB Area Office	Birmingham (Northfield)
West Midlands CAB Area Office	Walsall
Salop County Council	Wellington
SOUTH EAST	
Dartford District Council	Dartford
Harlow District Council	Harlow
Surrey County Council	PO Box Scheme
LONDON	
London Borough of Enfield	Enfield
London Borough of Hammersmith	Shepherds Bush
London Borough of Islington	Chapel Market
London Borough of Lambeth	Lambeth
SOUTH WEST	
Wiltshire County Council	Trowbridge

The accepted centres were listed in his reply to the questioner on 22 February 1978.

Wednesday, 1 March

Aircraft landing trials

Andrew Bennett (Stockport North) asked the Secretary of State for Trade if he would make a statement about progress on methods of reducing aircraft noise during landing procedures; and how far these procedures would be introduced at Manchester International Airport.

Mr Clinton Davis replied that the trials at Heathrow which had been extended until 31 March 1978 were progressing satisfactorily. Similar trials began at Gatwick on 31 January 1978. He understood that subject to the results of those trials the Civil Aviation Authority intended to consult airport authorities and other interests on the adoption of similar procedures at other UK airports including Manchester.

Thursday, 2 March

Vehicles from communist bloc

Cranley Onslow (Woking) asked the Secretary of State for Trade what recent action he had taken to ensure that motor vehicles of communist bloc manufacture were not being dumped on the UK market.

Mr Meacher said that he had taken no such recent action. It was for the industry to take the initiative in framing a case for action by the community if it believed that dumping and material injury could be demonstrated.

Vehicle import penetration

Ron Thomas (Bristol North West) asked the Secretary of State for Trade if he would publish the percentage increase, or decrease, in import penetration of manufactured vehicles from the EEC countries, the United States of America and Japan in the last 12 months.

Mr Meacher gave the following information:

NEW REGISTRATIONS: IMPORT PENETRATION

	Cars			Goods vehicles		
Origin	1976 %	1977 %	Per cent increase	1976 %	1977 %	Per cent increase
EEC	25.1	31.1	24	8.2	8.9	9
Japan	9.4	10.6	13	3.8	5.7	50

[1] Number of imported vehicles expressed as a percentage of total new registrations.

Source: Society of Motor Manufacturers and Traders. The number of registrations of vehicles imported from the USA is not readily available, but the market share of such vehicles is probably small.

Imports of European tyres

Barney Hayhoe (Hounslow, Brentford and Isleworth) and Neville Sandelson (Hillingdon, Hayes and Harlington) both asked the Secretary of State for Trade if he was satisfied that imports of tyres from Europe were fairly competitive; and if he would seek to prevent dumping.

Mr Meacher replied that his department had had discussions with the UK producers about the possibility that there may be unfair competition through dumping, but they had been unable to provide the necessary evidence for a complaint to be lodged with the commission.

ECGD cost escalation

Cecil Parkinson (South Hertfordshire) asked what arrangements were being made to administer the Export Credit Guarantee Department's cost escalation scheme in a manner consistent with the government's pay guidelines.

Mr Meacher, referring to the statement he made to the standing committee on statutory instruments on 28 February 1978 said that if an applicant was in breach of the pay guidelines, this would be taken into considering the application. In all cases, cover would be restricted to the maximum wage cost increases permitted under pay guidelines. Major sub-contractors would be included in these arrangements.

Peachey Property report

Max Madden (Sowerby) asked the Secretary of State for Trade when he expected to receive his inspector's report into the affairs of Peachey Property Company; and if he would undertake to publish any report promptly.

Mr Clinton Davis told him that he was advised that the inspectors expected to make a substantial interim report by the end of this month.

Official Secrets Act

Arthur Lewis (Newham North West) asked the Secretary of State for Trade whether he would give for all of the various public authorities and servants for which he has overall responsibility the number who were covered by the Official Secrets Act; how many had to sign a declaration under the Act at the latest date; and how these figures compared with October 1974.

Mr Clinton Davis replied that the Official Secrets Acts apply to anyone entrusted with official information, and all members of the staff of his department and the Export Credits Guarantee department would have been invited to sign a declaration that the relevant provisions of the acts had been brought to their attention. In addition, some of the members and staff of those public authorities and bodies for which he had overall responsibility, who had access to official information, would also have been invited to sign a similar declaration, but no central records of these declarations were kept. No comparisons between dates could be drawn, and the provisions for signature of a declaration had not been changed in the period in question.

Cash limits on nationalised industries

Bruce Grocott (Lichfield and Tamworth) asked the Secretary of State for Trade which aspect of those nationalised industries for which he was the sponsoring minister is constrained by cash limits; what was the amount of cash limit imposed in each case; what was the performance of the industries against those limits; what proportion was used to cover up operating losses; and what proportion was used to finance investment.

Mr Clinton Davis said that the whole of the operations of British Airways and the British Airports Authority were subject to cash limits. For the current financial year, British Airways' limit on net external financing was £88 million (including £17 million to cover the dividend payment and advance corporation tax for the year 1976-77). The corresponding figure for the British Airports Authority was £4 million. Both nationalised industries used all of these funds to finance investment, and both had stated their intention not to exceed the limits.

Financial objective for postal business

Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Industry whether he would make a statement about the financial objective for the General Post Office's postal business.

Mr Varley said that in accordance with the government's policy he had agreed with the Post Office Board a financial objective for the postal business of a return of 2 per cent on turnover, after historic and supplementary depreciation and after charging interest. The target would apply to each of the financial years 1978-79 and 1979-80. The target for the postal business, which is labour intensive and makes only a comparatively modest call on capital investment was set as a return on turnover, rather than the return on net assets on which the target for the telecommunications business was based. This new postal business target compares with one of 2 per cent return on total revenue account expenditure which lapsed in March 1973. He was satisfied that the setting of a target at this level was in the best interests of everyone. It meant that postal prices would be set at the minimum level consistent with sensible financial management. It provided a margin over break even, stimulus for continuing efficient management of the postal business and takes into account the determination of the business to maintain the existing quality of service and where possible to improve it.

Both the government and the Post Office accepted that the performance and efficiency of the postal business could not be judged solely in terms of its success in meeting a financial target. Discussions were continuing with a view to identifying measures against which it would be possible better to judge the performance of the postal business both as regards productivity and quality of service. A financial target was announced for the National Giro in January 1976 and for the telecommunications business in December 1976.

Manpower in the computer industry

R. B. Cant (Stoke on Trent Central) asked the Secretary of State for Industry what response he proposed to make to the refusal of a high proportion of firms in the computer industry, including five multinational companies, to participate in the National Economic Development Office exercise in manpower planning; and how this affected his general policy on compulsory planning agreements.

Mr Cryer answered that he presumed that the questioner was referring to the survey of the manpower and training requirements of computer manufacturers and software houses carried out by the manpower sub-committee of the computer sector working party. He understood that the response to this survey was not as full as might have been hoped, but it was for the sector working party to decide what action was appropriate in the circumstances. This did not affect the government's policy on planning agreements.

Grants for removals to assisted areas

Tom Litterick (Birmingham, Selly Oak) asked the Secretary of State for Industry if it was his department's policy to pay removal grants to firms moving from inner city partnership areas to assisted areas.

Mr Cryer said that grants may be made to firms moving into the assisted areas from outside locations, including inner city partnerships areas. The availability of regional incentives including removal grants reflected the priority given to the assisted areas by successive governments.

Investment in marine diesel engines

Nicholas Winterton (Macclesfield) asked the Secretary of State for Industry what discussions he had had with British Shipbuilders concerning future investment in manufacturing medium-speed diesel engines, other than marine engines as defined by Schedule 2 Part II of the Aircraft and Shipbuilding Industries Act; and if British Shipbuilders had submitted to his department any detailed expenditure plans with respect to the production of such engines.

Mr Huckfield said that British Shipbuilders was due to submit to the Secretary of State this year its corporate plan which would cover its plans for its marine engineering business.

Representations from Bicema

Nicholas Winterton (Macclesfield) asked the Secretary of State for Industry what representations he had recently received from the British Internal Combustion Engine

Manufacturers Association in connection with the operation of the Aircraft and Shipbuilding Industries Act in relation to British Shipbuilders' plans to build medium speed engines.

Mr Kaufman said that the Secretary of State had been asked by Bicema not to give any consent or general authority to British Shipbuilders to set up medium speed engine building facilities in competition with existing producers. The Secretary of State had received no request from British Shipbuilders for any such consent, and, understood that it considered that it already had the powers to engage in the production of such engines.

NEB's corporate plan

Michael Grylls (North West Surrey) asked the Secretary of State for Industry on what dates he had received the National Enterprise Board's annual corporate plans for the years 1975-76 and for 1977.

Mr Kaufman replied that a preliminary plan had been discussed in December 1976; but until the board had developed a sufficiently comprehensive planning capability no formal plan could be constructed. The plan for the period to end-1981 had been submitted in December last.

NEB shares

Michael Grylls asked the Secretary of State for Industry if he would list the dates, name of company and the consideration received for the shares, when the National Enterprise Board had obtained his approval for the disposal of shares or stock held by it.

Mr Kaufman said that the board had disposed of its shareholding in the following companies with the approval of the Secretary of State:

	Date of approval	Consideration received by the NEB
Dunford and Elliott Ltd	8 December 1976	£353,794
Reed and Smith (Holdings) Ltd	29 November 1977	£1,549,500
Newbury Laboratories Ltd	10 August 1977	[1]

[1] The NEB disposed of its shareholding to its subsidiary, The Data Recording Instrument Co Ltd. The amount of the consideration is commercially confidential.

Application of NEB profits

Michael Grylls asked the Secretary of State for Industry when he expected the National Enterprise Board to be in a position to apply its profits, to further its statutory purposes after allowing for interest on national loans fund borrowing and dividend payment on public dividend capital.

Mr Kaufman replied that the board was already in this position.

Return on NEB capital employed

Michael Grylls asked the Secretary of State for Industry if he would publish figures showing the return on capital employed for the National Enterprise Board for the six months ended 31 December 1977, before government interest and taxation and excluding British Leyland and Rolls-Royce, comparing the figure with the target rate of return he recently set the board.

Mr Huckfield said he would not do so but the board's rates of return on capital employed for the full year would be published in due course in its annual report for 1977.

Nationalised industries

Bruce Grocott (Lichfield and Tamworth) asked the Secretary of State for Industry which aspect of those nationalised industries for which he was the sponsoring minister was constrained by cash limits; what was the amount of cash limit imposed in each case; what was the performance of the industries against these limits; what proportion was used to cover up operating losses; and what proportion was used to finance investment.

Mr Kaufman replied that cash limits had been set on the total external funding requirements of British Aerospace, British Shipbuilders, the British Steel Corporation and the Post Office. No provision had been included for British Aerospace and British Shipbuilders in the cash limits published in the financial statement and budget report (FSBR) for 1977-78. The cash limit for BSC in both 1976-77 and 1977-78 had been set at £950 million. The corporation's outturn against the limit in 1976-77 was £947 million. Expenditure of £596 million on fixed assets and £419 million on other capital requirements had been financed by £947 million counting against the cash limit and £68 million from internally generated funds net of operating loss. The cash limit for the Post Office had been set at £335 million for 1976-77 and £30 million for 1977-78. The corporation's outturn against the limit in 1976-77 was £218 million. The Post Office did not make an operating loss in 1976-77. Expenditure on fixed assets had been £867.5 million.

Funding for nationalised industries

Bruce Grocott (Lichfield and Tamworth) asked the Secretaries of State for Industry and for Trade if they would list for each of the nationalised industries for which they were responsible for each year since 1972 the source of funds distinguishing between: (a) borrowing from the government, (b) borrowing from overseas, (c) subsidies from government grants and compensation and (d) internal financing.

Mr Kaufman provided the following figures showing the sources of funds for the British Steel Corporation and the Post Office, taken from published reports and accounts for the years 1972-73 to 1976-77:

£ million

	1972-73		1973-74		1974-75		1975-76		1976-77	
	BSC	PO	BSC	PO	BSC	PO	BSC	PO	BSC	PO
Borrowing from the government	143	423	−3	113	−78	363	131	217	161	−39
Public dividend capital	—	—	—	—	45	—	345	13	490	—
Borrowing from overseas	—	—	45	213	215	216	184	37	214	245
Compensation for price restraint	n.a.	—	n.a.	133	n.a.	307	n.a.	—	n.a.	9
Internal financing [1]	124	203	159	180	204	80	−68	661	85	897

[1] Includes regional development grant for BSC.

Short term borrowing is not shown in the tables. Information on the capital requirements and financing of all the nationalised industries for 1977-78 (including allowances for borrowing by British Aerospace and British Shipbuilders) is given in part 3 of the white paper on the government's expenditure plans (Volume II), Cmnd 7049-II. Accounts for British Aerospace and British Shipbuilders have not yet been published.

Mr Clinton Davis gave the following sources of funds of British Airways and the British Airports Authority:

£ million

	1972-73		1973-74		1974-75		1975-76		1976-77	
	BA	BAA	BA	BAA	BA	BAA	BA	BAA	BA	BAA
Public dividend capital	60.0	—	11.3	—	80.0	—	63.7	—	10.0	—
Borrowing from the National Loans Fund	—	—	—	—	—	—	64.0	8.0	—	—
Foreign borrowing	10.4	—	22.6	—	16.5	—	19.5	—	49.8	—
Lease finance	—	—	—	—	—	—	—	—	15.8	—
Government grants	—	—	—	2.3	—	3.2	—	8.8	—	8.9
Internal financing	62.5	12.5	109.0	16.7	77.4	20.7	60.3	25.4	149.9	33.5

Friday, 3 March

Restriction on EEC imported cars

Tom Litterick (Birmingham, Selly Oak) asked the Secretary of State for Trade what steps he proposed to restrict the importation of EEC manufactured motor vehicles into the United Kingdom in view of the six per cent increase in the share of United Kingdom car sales gained by EEC manufacturers in 1977; and if he would initiate negotiations with EEC trade ministers and vehicle manufacturers, which increased their share with a view to restricting this growing penetration of the United Kingdom market.

Mr Meacher replied that this would be contrary to the provisions of the Treaty of Rome. The government would in any case have to weigh such action against the possibility of retaliation against Britain's own substantial exports not only of cars but of commercial vehicles and components where we were in surplus with the EEC.

Imports of manufactured goods

Ron Thomas (Bristol North West) asked the Secretary of State for Trade if he would publish the total imports of manufactured and semi-manufactured goods from each of the EEC countries, the United States of America and Japan in 1977 and the exports of finished and semi-finished manufactured goods from the United Kingdom to each of the other EEC countries, the United States of America and Japan in 1977.

Mr Meacher gave the following information for semi-finished and finished manufactured goods (SITC (R) sections 5 to 8):

£ million

	Imports (cif)	Exports (fob)
France	1 908	1 630
Belgium-Luxembourg	1 276	1 594
Netherlands	1 267	1 550
Federal Republic of Germany	3 203	1 870
Italy	1 184	795
Irish Republic	638	1 149
Denmark	274	537
United States of America	2 666	2 419
Japan	1 026	377

Investment in South Korea

Ivor Clemitson (Luton East) asked the Secretary of State for Trade what was his estimate of the amount of British investment in South Korea for each of the past five years for which figures were available.

Mr Meacher said that this information was not available. The department's annual inquiry into UK direct investment overseas other than oil, did not separately distinguish South Korea. Area and country detail was not available for overseas portfolio, oil or miscellaneous investment.

Chip-board dumping

Dennis Canavan (West Stirlingshire) asked the Secretary of State for Trade how many complaints he had received over the past year about the dumping of chip-board.

Mr Meacher replied that the industry had regular contact with his department about this problem and had made formal complaints against Swedish and Spanish producers. Both cases were now the subject of formal investigations by the EEC commission.

Overseas trade

Arthur Lewis (Newham North West) asked the Secretary of State for Trade whether he was aware that recent trade figures had shown a 6 per cent decline in exports in the three months from November 1977 to January 1978 whilst imports rose by 3½ per cent and that January's deficit on visible trade was £324 million; what action he had taken or intended taking to change this situation; and whether this would include getting the unemployed into industrial production.

Mr Meacher said that in interpreting the recent trade figures, it would be a mistake to place too much weight on the effect of the January figures. There had been a marked improvement in our trading performance in the second half of last year which led to the substantial reduction of some £1,900 million in our visible deficit in 1977 as a whole, including an improvement on the non-oil visible balance of over £700 million to a surplus of around £1,200 million. Our current trade performance in general, still represented a substantial recovery from the massive deficits in the years 1974 to 1976. His department provided a wide range of services for exporters and were always looking for ways to improve them. For example on 15 December 1977 the secretary of state had announced an extension of ECGD facilities for cover against joint and several liability in very large contracts (see *Trade and Industry*, 23/30 December 1977), and on 26 January 1978 the British Overseas Trade Board had announced the introduction of the market entry guarantee scheme, designed to help exporters with the risks of entry into new markets.

Concorde cost

Hugh Jenkins (Wandsworth, Putney) asked what was the estimated total cost to public funds in the current financial year of Concorde.

Mr Huckfield answered that after deducting receipts of £40,587,000 the estimated total net cost to public funds in the current financial year of Concorde development and production, as given in the supplementary estimate published on 17 February 1978, was £45,880,000.

European community news

No EEC policy to reduce shipbuilding capacity – Kaufman

There is no policy of reduction in shipbuilding capacity throughout the community, Gerald Kaufman said in reply to a letter from Michael Grylls, opposition spokesman for industry, on 28 February. Mr Grylls had expressed concern about a potential clash of interest between UK shipbuilding policy and that of the European community.

Mr Kaufman said that the figure of 2.4 million certified gross registered tonnes (cgrt) mentioned by Mr Grylls appeared in a document sent to the council of ministers by the commission in which certain proposals were made for a future community shipbuilding policy including a proposal for a reduction in capacity of 46 per cent over five years, down to the figure of 2.4 cgrt.

It was for the council to decide, Mr Kaufman said, whether any of the proposals in the document should be accepted. Mr Kaufman said that there had been much criticism of the 1980 forecast by many member states, including the UK, and it seemed unlikely to be adopted.

The figure, Mr Kaufman went on, was not a commission forecast, but a part of a forecast produced nearly two years ago by the Association of Western European Shipbuilders and was acknowledged to be out of date. It was in the process of revision. It was also acknowledged he said, by many that it may be inappropriate, in a notoriously cyclical industry, to base future capacity forecasts on the lowest part of the cycle.

Mr Kaufman had also explained that the fourth directive on aids to shipbuilding – which had not yet been adopted by the council of ministers – replaced the third directive which sought to regulate state aids to shipbuilding in all member states so as to prevent distortion of competition inside the community. This directive was drafted during the boom years and was thus an unsuitable framework within which to deal with the present crisis Mr Kaufman said.

The new draft directive Mr Kaufman continued, made special provision for crisis measures such as the intervention fund and similar measures in France, the Netherlands and Italy. The draft said nothing about contraction but simply required that such aid schemes be linked to a plan for restructuring the industry.

The UK had already taken the first step towards restructuring the industry by taking it into public ownership, Mr Kaufman said.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

Parliament

Israeli exports to EEC	522
Imports of European tyres	523
Restriction on EEC imported cars	524
Imports of manufactured goods	524

Overseas trade exhibitions

New site gives UK more visitors at Nuremberg fair	532
Successful Cologne hardware fair for UK	532
UK firms pleased with Constructa in Hanover	532
UK firms find Brussels building shows 'worthwhile'	533
Satisfactory end to Cologne show	533

Statistics

UK trade in the fourth quarter 1977	554
Registrations of British, community and foreign films	566

Directives on drivers' forward vision approved

Two further directives on vehicle type approval have been agreed by the council of ministers motor vehicle working group. Both relate to the forward vision of drivers of passenger vehicles with no more than eight seats in addition to the drivers. The first on wiper and washer systems aims to ensure that minimum defined areas of the windscreen, in relation to the driver's position, are cleared by the wiper and washer systems in adverse weather conditions. The influence of the vehicle speed is also taken into account.

In addition it provides various system tests to ensure a minimum systems integrity under arduous conditions and to allow separate approval of the washer system.

The second refers to defrosting and demisting system and its purpose is to ensure that minimum defined areas of the windscreen, in relation to the driver's position, are cleared in specified times by the demist and defrost systems under detailed conditions of ice and condensation. In the case of the former a manufacturer can request the test to be conducted at a temperature of −8°C or −18°C.

Tariff quota on ACP and OCT tomatoes

From 1 March until 15 April 1978, a community tariff quota of 300 tonnes has been opened for fresh or chilled tomatoes falling under sub-heading ex. 07.01 MI of the common customs tariff and originating in the African, Caribbean and Pacific States or in the overseas countries and territories (listed in part 10Y and 10Z of the customs tariff).

The quota of 300 tonnes constitutes a community reserve on which member states may draw. Within the quota amount duty on these products is suspended at 4.4 per cent. Any inquiries should be addressed to Tariff Quota Registration Unit, HM Customs and Excise, Mark Lane, London EC3R 7HE, tel 01-626 1515 ext. 2570.

Alleged dumping of steel products

The European commission has received information indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of galvanished steel sheets and plates – CCT subheading ex 73.13 B IVc, Nimexe codes 73.13-68 and 73.13-72 – from Austria and that this is causing injury to a community industry.

In conjunction with the member states, the commission has accordingly commenced examination of the matter at community level in accordance with recommendation 77/329/ECSC on protection against dumping or the granting of bounties or subsidies by countries which are not members of the European Coal and Steel Community, as amended by recommendation 3004/77/ECSC

Any information relating to the matter may be sent in writing to the Commission of the European Communities, Directorate-General for External Relations, 200 rue de la Loi, B-1049 Brussels.

Interested parties may by 20 March, make known their views in writing, in particular by replying to the questionnaire addressed to the parties known to be concerned and by providing supporting evidence. Furthermore, the commission will hear parties directly concerned who so request when making known their views to the commission, provided, they show that they have an interest sufficient to entitle them to express their views more fully.

It would be helpful if copies of all representations to the commission could also be sent to the Department of Trade's Anti-Dumping Unit, Room 344, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ.

Looking for constructive reforms: Frank Judd reviews developments in the EEC

Enlargement is the greatest issue facing the European community said Frank Judd, Minister of State at the Foreign and Commonwealth Office, on 23 February. He was opening the debate in the House of Commons on the government's white paper on 'Developments in the Community, July 1977 to December 1977'.

The government has warmly supported the applications from Greece, Portugal and Spain. Enlargement was crucially important to buttress democracy in these three countries, Mr Judd said. There would be costs in terms of money, and procedural problems to be overcome. 'But in our view these are far outweighed by the political gains', he said. The government attached the greatest possible significance to the responsibility of the community to further the cause of freedom and democracy in western Europe.

Mr Judd explained that the government were looking for reforms within the community, but, Mr Judd said, in a constructive spirit, aimed at strengthening the unity of the people of Europe within a democratic framework. Enlargement would create a challenge to which the community had to rise. It was bound to lead to changes in the character of the community. Such change would come gradually and had to take account of the social problems which it involved. But the community had only limited resources and these had to be deployed to the best effect if the community was to make a greater impact on the problems of economic divergence which were the real impediments to the development of its full economic and political effectiveness.

Earlier Mr Judd had pointed out that there were dangers of economic divergence in the community. 'The EEC should provide a framework within which we can secure our national position, not at the expense of other members but by working with them,' he said.

He pointed out that the past six months had given good examples of this process. He instanced the agreement to site the joint European torus at Culham; the satisfactory solution to how article 131 of the treaty of accession which governs the contributions of the UK and other new member states to the community budget in 1978-79 should be applied after the introduction of the European unit of account; and the satisfactory agreement on the phased implementation over three years from 1 January of shorter drivers' hours for domestic road passenger and goods traffic.

To those who complained that the UK did not put enough into the community he pointed out that there was the substantial net contribution to the community budget; the valuable market which the UK offered to its community partners; the relatively small proportion of agricultural guarantee payments which come to Britain as opposed to elsewhere; the vital contribution made by British consumption of butter – some 25 per cent of the community butter market.

'But', Mr Judd continued, 'such a score card approach is unsatisfactory . . . If the impression is given that one member state is simply interested in chalking up its own successes, this is likely to frustrate future negotiations by creating the counter-productive impression that membership of the community is narrowly self-interest'.

The community had to retain a balance between national and common interests and between the narrow interests of its member states and the world at large. 'It must not become a rich man's club'.

It was when the balance between national interests and the interests of the community as a whole that dangers arose for the community. Fisheries, Mr Judd said, was an obvious example of this.

He said the white paper recorded briefly the continued efforts during the second half of 1977 to work towards a revisoin of the common fisheries policy. He said considerable progress had been made towards recognising the need for a fair revision of the CFP. This was reflected in the development of thinking about quotas and conservation. 'I hope very much that the gap which remains between the two sides can be bridged without too much delay. The failure to reach agreement is potentially damaging to the community's wider interests and this is a factor we have to take into account.'

But the greatest problems facing Britain and the community were the world problems which threaten humanity as a whole. In the forefront of these were the inter-related problems of growth, inflation and unemployment. Improvement would come largely through an increase in the level of economic activity. Member states should do all they prudently could in this respect, Mr Judd said.

However, the community agreed in principle in December at the European Council that the commission should raise a loan of 1000 million European units of account to stimulate investment and consideration of this was pressing ahead. There was also agreement on a major increase in the European regional development fund of which the UK was a major beneficiary. These decisions would benefit the community as a whole he said.

Mr Judd said that the community had taken, with British support, action to protect certain industries, which face particular difficulties, notably, steel and textiles. Mr Judd then outlined the negotiations that lead up to the renewal of the multi-fibre arrangement.

On shipbuilding and steel, Mr Judd said that the domestic problems which faced both industries were being looked at a community level. He said, 'We shall play a positive part in this process while ensuring that our particular interests are fully safeguarded. We must ensure our ability to further our industrial objectives.'

Mr Judd went on to describe the community action on the multilateral trade negotiations and the mandate for renegotiating the Lomé convention.

Turning to the common agricultural policy, Mr Judd said that the UK's attitude was based on the central objective to reduce real prices to the level needed by efficient producers. 'What we must do is to bring about a better balance of supply and demand. This would be of benefit both to the consumers and to the long-term health of the community', he said.

Energy policy, Mr Judd said, would be of critical importance to the UK and the community as a whole. 'A realistic community energy policy which we support will require perseverance and patience to create, and must take account of basic national interests of all member states.'

Mr Judd said that the British government had set its face firmly against the concept of federalism. 'We believe that the centre of decision-making must remain the council of ministers and that the council of ministers must for its part remain firmly accountable to the national parliaments and assemblies of individual member states.'

Mr Judd concluded, 'It is naive to see any institution as an end in itself. Perhaps our views on the community have been distorted in recent years because of a tendency to do this. For democrats committed to freedom. institutions are an instrument with which they work for the objective of human evolution and progress.

'In the final analysis, how these instruments are used depends upon the will, the values and the commitment of the politicians and those they seek to lead. At our best – with self-confidence and vision – I believe that we in Britain have an unrivalled contribution to make in this respect. I also believe that the community and indeed the wider world are looking to us increasingly acutely to make it.'

EEC rules of competition

The texts of two European commission decisions relating to proceedings under article 85 of the treaty of Rome, announced by the commission on 20 December 1977, have recently been published in the *Official Journal of the European Communities*.

78/156/EEC: NV Philips' Gloeilampenfabrieken, Eindhoven (Philips) and seven German companies (reference DGIV 29.151). The decision relates to agreements on uniform application of technical standards for the VCR System under which the parties concerned agreed to manufacture certain types of magnetic tape video-cassettes and video-cassette machines on the basis of patents owned by Philips. The agreements – notified to the commission on 8 December 1975 – came into force on 16 May 1975 and were discontinued on 5 September 1977.

Under the basic agreement the parties were obliged to manufacture and distribute only cassettes and recorders conforming to the VCR System licensed by Philips and

were prohibited from changing to manufacturing and distributing other video cassette systems. Any party terminating the agreement would forfeit its licences under the patents of the other parties, whereas the remaining parties kept their licences under the patents of the terminating party.

The commission found that these restrictions in the agreements constituted, during the time they were in force, infringements of article 85(1) of the treaty. (*Official Journal* L47, 18 February 1978.)

78/163/EEC: The Distillers Company Limited (DCL) (reference DGIV 28.282). The decision relates to DCL's conditions of sale and price terms applied to UK trade customers by 38 DCL subsidiaries in connection with the sale of whisky, gin, vodka and Pimm's. The conditions of sale, but not the price terms, were notified to the Commission on 30 June 1973 for exemption under Article 85(3) of the Treaty; they were revised in June 1975. The commission also received applications to initiate proceedings under article 3 of regulation 17 of 1962 in May 1976 and March 1977.

The commission found that article 85(1) had been infringed by the conditions of sale, in force until 24 June 1975, which prohibited exports from the UK to other EEC countries and prohibited resale in bond; and by the price terms applicable since that date whereby DCL's trade customers had to make purchases at the gross price if they wish to export to other EEC countries. The commission did not consider the application of article 85(3) to be justified and DCL were asked to bring the infringement to an end. (*Official Journal* L50, 22 February 1978.)

Further information can be obtained from the Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel 01-215 5092.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

General. Regulation (EEC) 310/78 amending regulation (EEC) 878/77 as regards the exchange rates to be applied for tomato concentrates and isoglucose (*Official Journal* L46, 17 February 1978).

Poultry and poultrymeat. Regulation (EEC) 361/78 amending regulation (EEC) 2967/76 laying down common standards for the water content of frozen and deep-frozen chickens, hens and cocks (*Official Journal* L52, 23 February 1978).

Cereals. Regulation (EEC) 290/78 amending regulation (EEC) 743/70 fixing the maximum tolerance for quantity losses resulting from the storage of cereals by intervention agencies (*Official Journal* L43, 14 February 1978).

The *Official Journal* L49, 21 February 1978 contains the following correction to Regulation (EEC) 290/78 (published in *Official Journal* L43, 14 February 1978) amending regulation (EEC) 743/70 fixing the maximum tolerance for quantity losses resulting from the storage of cereals by intervention agencies

Article 1 :
For: '13% and 25%'
Read: '13 per thousand and 25 per thousand'.

Wine. Regulation (EEC) 295/78 amending regulation (EEC) 1801/77 laying down, for the 1977-78 wine-growing year, detailed rules governing the distillation of wines produced from table grapes (*Official Journal* L44, 15 February 1978).

Regulation (EEC) 296/78 amending regulation (EEC) 2205/77 on preventive distillation for the 1977-78 wine-growing year (*Official Journal* L44, 15 February 1978).

Regulation (EEC) 306/78 amending regulation 2834/77 as regards the determination of certain French wine-growing areas affected by natural disasters (*Official Journal* L45, 16 February 1978).

Regulation (EEC) 314/78 on the distillation for the 1977-78 wine year of wines suitable for producing certain potable spirits obtained from wine with a registered designation of origin (*Official Journal* L46,17 February 1978).

Regulation (EEC) 373/78 laying down certain detailed rules for the conduct of distillation operations in the wine sector and defining the event giving rise to payment of the amounts involved in these operations (*Official Journal* L53, 24 February 1978).

Processed fruit and vegetables. Regulation (EEC) 386/78 amending article 7(1) of regulation (EEC) 2104/75 as regards certain special rules for the application of the system of import licences for products processed from fruit and vegetables (*Official Journal* L54, 25 February 1978).

Oils, fats and oilseeds. Regulation (EEC) 316/78 amending the annex to regulation (EEC) 1799/76 as regards the co-efficients of equivalence for linseed (*Official Journal* L46, 17 February 1978).

Milk and milk products. Regulation (EEC) 300/78 fixing for the 1978-79 milk year the guideline figure for the fat content of standardised whole milk imported into Ireland and the United Kingdom (*Official Journal* L45, 16 February 1978).

Seeds. The *Official Journal* L47, 18 February 1978, contains the texts of the following decisions:

Decision 78/157/EEC authorising Italy to permit temporarily the marketing of certain tall fescue seed and red clover seed not complying with requirements of council directive 66/401/EEC.

Decision 78/158/EEC authorising Italy to permit temporarily the marketing of certain rice seed not complying with requirements of council directive 66/402/EEC.

Decision 78/159/EEC authorising Germany to permit temporarily the marketing of certain red clover seed not complying with requirements of council directive 66/401/EEC.

Decision 78/160/EEC amending decision 77/783/EEC authorising Italy to permit temporarily the marketing of certain rice seed not complying with requirements of council directive 66/402/EEC.

Imports from non-member states

The *Official Journal* L45, 16 February 1978, contains the text of the decision 78/151/EEC authorising Italy not to apply community treatment to synthetic rubber latex falling within heading ex 40.02 of the common customs tariff, originating in Bulgaria and in free circulation in the other member states.

The *Official Journal* L47, 18 February, contains the texts of the following decisions.

Decision 78/161/EEC authorising France not to apply community treatment to toys of wood and other (except motors and movement mechanisms for toys and working models used for recreational purposes, and parts thereof) falling within subheadings 97.03 A and ex B of the common customs tariff, originating in Japan and in free circulation in the other member states.

Decision 78/162/EEC authorising France not to apply community treatment to raincoats for men and women, falling within heading ex 61.01 and ex 61.02 of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

The *Official Journal* L53, 24 February 1978 contains the texts of the following decisions.

Decision 78/171/EEC authorising France not to apply community treatment to suits, jackets, blazers and the like falling within heading ex. 61.01 of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/173/EEC authorising France not to apply community treatment to handkerchiefs falling within heading ex 61.05 of the common customs tariff, originating in the People's Republic of China and in free circulation in the other member states.

Harmonisation of legislation

Materials for use with foodstuffs. *Trade and Industry*, 17 February 1978, page 364, contained a notice about an EEC directive imposing specific controls on materials and articles containing vinyl chloride monomer and intended to come into contact with food. The text of this directive, 78/142/EEC has now been published in the *Official Journal of the European Communities* L44, 15 February 1978.

Official Journal L44 also contains the texts of the following directives concerning certain materials intended for use in food-stuffs:

Directive 78/143/EEC amending for the second time directive 70/357/EEC on the approximation of the laws of the member states concerning the antioxidants authorised for use in foodstuffs intended for human consumption.

Directive 78/144/EEC amending for the sixth time the council directive of 23 October 1962 on the approximation of the laws of the member states concerning the colouring matters authorised for use in foodstuffs intended for human consumption.

Directive 78/145/EEC amending for the thirteenth time directive 64/54/EEC on the approximation of the laws of the member states concerning the preservatives authorised for use in foodstuffs intended for human consumption.

Copies of the *Official Journal* L44 may be obtained from Her Majesty's Stationery Office, price 60p, plus postage.

Checklist of environmental directives...

The number of EEC measures and proposals on environmental matters grows steadily larger. For convenience a consolidated list of those measures and proposals has been prepared which have some implications for industry. This list will be updated every six months.

The terms council directive, recommendation, resolution and decision refer to the eventual end product – the text finally agreed by member states. The designation 'proposal' signifies that a draft version of the measure has been formally submitted to the council by the commission. A proposal is, of course, still open to amendment before the council finally agrees it.

Readers requiring information on community work on environmental protection as it relates to industry should initially contact the appropriate Whitehall sponsoring division in the normal way. Readers will generally find that their trade association is fully up-to-date with the relevant events on the community front.

Subject	Status
Approximation of the laws relating to the classification, packaging and labelling of dangerous substances	Directive of 27/5/67 as subsequently added to and amended
Permissable sound level and exhaust systems of motor vehicles	Directive of 6/2/70
Approximation of laws relating to detergents	Directive of 22/11/73
Methods of testing the biodegradability of anionic surfactants	Directive of 22/11/73
Air pollution by exhaust gases from motor vehicle engines	Directive of 28/5/74
Disposal of waste oil	Directive of 16/6/75
Quality of surface waters intended for the abstraction of drinking water	Directive of 16/6/75
Waste disposal	Directive of 15/7/75
Approximation of laws relating to the sulphur content of certain liquid fuels	Directive of 24/11/75
Pollution of fresh and sea bathing water	Directive of 8/12/75
Disposal and use of poly-chlorinated biphenyls and terphenyls (PCBs and PCTs)	Directive of 6/4/76
Pollution caused by certain dangerous substances discharged into the aquatic environment	Directive of 4/5/76
Marketing and use of certain dangerous substances and preparations	Directive of 27/7/76
Cost allocation and action by public authorities on environmental matters (the 'Polluter Pays Principle')	Council recommendation of 3/3/75
Exchange of information from monitoring of atmospheric pollution caused by sulphur dioxide and dust	Council decision of 24/6/75
Common procedure for setting up and updating an inventory of sources of environmental information in the community	Council decision of 8/12/75
Energy and the environment	Council resolution of 3/3/75
Permissable noise levels for constructional plant and equipment incorporating specific measures for concrete breakers and jackhammers	Proposal for a directive put forward 20/12/74
Reduction of water pollution caused by wood pulp mills	Proposal for a directive put forward 20/1/75
Biological standards for lead and air quality standards for lead	Proposal for a directive put forward 25/4/75
Waste from the titanium dioxide industry	Proposal for a directive put forward 18/7/75
Quality of water for human consumption	Proposal for a directive put forward 31/7/75
Emission of pollutants from diesel engines for use in wheeled agricultural vehicles or forestry tractors	Proposal for a directive put forward 9/12/75
Permissable noise levels from motorcycles	Proposal for a directive put forward 12/12/75
Sulphur content of fuel oils	Proposal for a directive put forward 30/12/75
Dumping of wastes at sea	Proposal for a directive put forward 12/1/76
Air quality standards for sulphur dioxide and suspended particulate matter	Proposals for a council resolution and directive put forward 25/2/76
Permissable noise levels from subsonic aircraft	Proposal for a directive put forward 29/4/76
Toxic and dangerous waste	Proposal for a directive put forward 28/7/76
Quality requirements for waters capable of supporting fresh water fish	Proposal for a directive put forward 2/8/76
Permissable noise levels for tower cranes and current generating equipment for welding and power supply	Proposal for a directive put forward 12/12/76
Prohibition on marketing and use of certain pesticides	Proposal for a directive put forward 25/7/77
Procedure for exchange of information on quality of surface fresh water in the community	Proposal for a council decision put forward 1/4/76

Below are proposals known to be in preparation but not yet sent to the council.

Quality of water for agricultural uses (directive)
Protection of aquatic life in general (directive)
Methods of measurement and sampling frequencies in respect of surface waters for human consumption (directive)
Protection of underground waters against pollution caused by discharges of dangerous substances (directive)
Airborne noise levels of domestic appliances (directive)
Noise levels of lawn mowers (directive)
Noise from light propeller driven aircraft (directive)
System of charges related to discharges of effluent into water courses (directive)
Assessment of pollution control costs in industry (recommendation)

Additionally the commission is studying the problems of pollution caused by the iron and steel, petrochemicals, food and tanning industries as well as the biological effects of cooling water from power stations.

The commission has also put forward proposals to the council on community participation in international conventions dealing with the protection of international watercourses, dumping of wastes at sea and pollution of the sea from land based sources.

...and company law directives

The following checklist gives a brief resumé of the current position of EEC legislation or proposed legislation on company law. It is hoped to update this list at six-monthly intervals.

Further information contact Companies Division, 01-215 3502.

The second directive (company capital)
The directive was formally adopted by the council of ministers on 13 December 1976. A consultative paper on the proposed changes to UK company law was issued by the Department of Trade in July ('Implementation of the Second EEC Directive on Company Law') and the necessary legislation is expected to be introduced shortly.

The draft third directive (internal mergers)
The second reading was completed in December 1976 and the third reading commenced in March 1977. The directive may be ready for adoption in 1978.

The draft fourth directive (company accounts)
The third reading of the draft directive was completed in December 1976. A report of the outstanding problems was sent to Coreper in March 1977 and this is now being considered. It is possible that the directive will be adopted this year, in which case companies would be required to produce their accounts in conformity with the directive from 1982.

The draft fifth directive (company structure and administration)
The commission's 'green paper' on the board structure and employee participation issues (raised by the draft directive) was published in November 1975. The directive will be revised to take into account comments of the European assembly and the economic and social committee, and views expressed about the green paper.

The draft sixth directive (prospectuses issued when shares are quoted on stock exchange)
The third reading by a council of ministers working party is now in progress.

The draft seventh directive (group accounts)
The commission published a draft in May 1976. The observations of the European assembly are awaited.

Würdinger report (proposal for a draft directive on related companies and groups)
A draft directive is being prepared following preliminary discussion by a commission working group.

Pennington report (proposal for a draft directive on takeovers)
A commission working party has considered Professor Pennington's report (which includes a draft directive) and is now drafting its own proposals, it is unlikely that this draft will be published in the near future.

Draft directive on the co-ordination of laws etc regarding collective investment undertakings for transferable securities (unit trusts)
A council working group began its first reading of the draft directive in September 1977.

Freedom of establishment for stockbrokers and jobbers
A commission working group on the activities of intermediaries in the field of banks and other institutions has met occasionally over the last two years. A paper was prepared late last year and there may be a meeting to discuss it in the near future.

Qualification of auditors
A draft directive is expected to be published this year.

Draft directive on admission of securities to offical stock exchange quotation
A council working party has just started the second reading.

European companies statute
A text revised in the light of the opinions of the assembly and of the economic and social committee, was presented by the commission to the council in May 1975. An ad hoc working group considered the political implications of the statute and has reported its findings to Coreper. The council working group has started on the first reading confining itself to the general provisions.

European co-operation grouping
A council working group is expected to start considering a draft regulation in June this year.

Draft convention on international mergers
The second reading is expected to be completed later this year.

Draft bankruptcy convention
The convention is intended to provide for unity and universatility of bankruptcy, liquidation, etc, throughout the EEC. The convention has had its second reading and the UK (which has set up a working group of officials to consider the convention) is still submitting detailed comments.

Community Patent Convention, European Patent Convention and Patent Co-operation Treaty
The Community Patent Convention (CPC), together with the European Patent Convention (EPC) provides a complete body of European Patent Law and procedure.

The EPC entered into force on 7 October 1977, so far seven states have ratified it. The European Patent Office will open for the filing of applications on 1 June 1978. The CPC will probably not come into force for about three years. Three working parties have been set up to prepare for it.

The Patent Co-operation Treaty (PCT) is another worldwide patent treaty, but of more limited scope than the EPC or CPC, it came into force on 24 January 1978.

Insider dealing
The commission held a preliminary working party meeting in 1976, a further meeting may be held later this year.

Canvassing of securities
Three meetings have been held of a working party of experts and at the most recent of these consideration commenced of a draft directive circulated by the commission.

Continuing disclosure of information concerning secutities admitted to listing on a stock exchange
A working document based largely on the current UK stock exchange practice is being discussed.

Dissolution and liquidation of limited companies
Preliminary discussion of the Scholten report (which contains a draft directive on the subject) began last year, the discussions are continuing.

Overseas trade news

Scope for increased trade following Dell's visits to east Europe

Scope for increased trade with Romania and Bulgaria is real and considerable, Edmund Dell, Secretary of State for Trade, said on 5 March, after his return from a four-day visit to Bucharest and Sofia.

Mr Dell, who was accompanied in Romania by a team of nine leading businessmen, said that a number of substantial projects had been discussed during the visit.

'The businessmen are discussing collaborative projects in several industrial sectors – aerospace, chemicals and petrochemicals, metallurgy, mining equipment and general engineering', he said.

'Many of them should be coming to the point of signature soon. I hope that this visit – itself, part of the build-up for President Ceausescu's state visit in June – has given added impetus to the negotiations.'

President Ceausescu's state visit to the UK – the first by an east European head of state – will emphasise the developing political and commercial relations between the UK and Romania.

Mr Dell had a 65-minute meeting with President Ceausescu and also had talks with his four senior economic ministers, Mr Patan, Deputy Prime Minister and Minister for Foreign Trade, Mr Oprea, Deputy Prime Minister, Mr Agachi, Minister for the Metallurgical Industry, Mr Avran, Minister for Machine Building, and the President's Chief Adviser, Mr Pungan.

UK exports to Romania were worth £80.6 million in 1977, and imports, £52.2 million.

The nine businessmen with him on the visit were Sir James Woodeson, chairman, Northern Engineering Industries Ltd; A. Greenwood, deputy chairman, British Aerospace; J. Ferguson Smith, chairman, Weybridge-Bristol Division, Aircraft Group, Bristol Aerospace; D. J. Pepper, vice-chairman, Rolls Royce; C. Lomberg, chairman, Simon Carves; Sir Cyril Pitts, chairman, ICI East European Board; M. Sellars, head, East European Division, Shell; J. N. G. Mallinson, deputy managing director, Davy Loewy; and G. T. Checketts, managing director, Hawker Siddeley International Ltd.

Sir James Woodeson was also representing the East European Trade Council, while Sir Cyril Pitts was representing the Confederation of British Industry.

From Bucharest, Mr Dell flew to Bulgaria where, in Sofia, he had talks with President Todor Zhivkov and three senior economic ministers; Deputy Prime Minister, Andrei Lukanov; Minister of Foreign Trade, Christo Christov; and Minister of Machine Building, Toncho Chakarov.

He also met the 23 members of a London Chamber of Commerce and Industry mission who, in a week of talks, had discussed business prospects and organised a marketing seminar for Bulgarian trading.

Mr Dell said that trade with Bulgaria had been low for years – less than £40 million in 1977.

'But Bulgarian ministers assure me that in several industrial sectors UK firms have technological advantages and that we have the potential to occupy a more important place in Bulgaria's foreign trade.'

Mr Dell found both governments were anxious to develop the possibilities of joint ventures and industrial co-operation with third countries.

A series of major industrial projects in Bulgaria were discussed by members of the London Chamber's mission. These include projects in engineering, electronics, metal processing, food production and footwear manufacture.

Several contracts for individual items of industrial equipment were signed during the mission's visit. Other potential business discussed included construction work, ships equipment, electronic equipment, mining equipment, energy sector, and vehicle equipment and components.

During the last two weeks Mr Dell has visited Poland as well as Romania and Bulgaria for trade talks.

UK welcomes Japan moves to up demand

Michael Meacher, Parliamentary Under-Secretary of State for Trade said on 28 February, that the UK government would expect to see clear signs of a reduction in Japan's trade surplus by the summer.

Speaking at a conference on trade with Japan, Mr Meacher said that the UK welcomed proposals by the Japanese government to increase demand in the Japanese economy. Increased demand was the key to more balance trade, he said, without which neither tariff cuts nor quota expansions were likely to be effective.

Japan's export success in the UK had depended on the historical willingness of British industry and consumers to consider freely, without prejudice, the relative qualities of home-produced and imported products.

Mr Meacher said that a major problem facing the UK and other industrialised countries was that Japanese industry had been, for many years, encouraged to look to domestic suppliers, while the consumer had purchased foreign goods for their prestige and luxury image.

'It is this attitude which is perhaps the chief of the so-called non-tariff barriers. The problem is magnified by the closeness of the links between manufacturers, wholesalers and customers in the Japanese distribution system which makes entry by foreign firms a time-consuming and expensive business.

'One of the most important features to emerge from the recent discussion of Japan's import problem has been a growing recognition in Japan that efforts must be made to change this way of thinking and to adopt a more international attitude towards the purchase of foreign goods.

'If we are to increase our exports to Japan, the Japanese market will have to become more receptive to imported products. Otherwise, neither tariff cuts, quota liberalisation, nor reflation will succeed in eliminating the surplus.'

He said that 'we hope to see greater sales in sectors such as aerospace' – notably the BAC 1-11 airliner – 'and other high technology areas including medical equipment, as well as resale of industrial products in which we are internationally competitive such as car components and consumer goods'. He also commented on the possibility of increasing exports by encouraging British companies to set up offices in Japan.

'Some companies have been there for years, but there are certainly a number of others which could find an actual presence in Japan a help to marketing.'

He concluded by saying the government hoped its Japanese counterparts would take active steps to encourage a greater orientation towards buying imported products in both the private and public sectors, and to achieve more effective price competition at the retail level between domestic and in imported products – for example, by further tariff cuts.

Hong Kong mission buys consumer goods worth £1m

Hong Kong buyers from leading department stores have placed orders worth nearly £1 million following a successful two-week buying mission in the UK from 5 to 18 February. Orders ranged from silverware and glassware to the latest in men's and women's clothing and for the first time, Hong Kong stores will stock the famous Holy Island mead wine.

The mission was led by Daniel Koo, head of Shui Hing, one of Hong Kong's leading department stores, under the auspices of the Hong Kong General Chamber of Commerce. The group visited the spring fair at the National Exhibition Centre, Birmingham, as well as Leicester, Newcastle and London.

At a press conference in London at the end of the visit, Mr Koo stressed the market potential for British goods in Hong Kong. He said the territory was a nerve centre for the pacific

markets and, with its excellent communications, could be a major shop window for British products.

The buyers are hoping to be able to arrange some form of British promotion in their stores later in March.

Hospital equipment centre expands

Parliamentary Under-Secretary of State for Trade Michael Meacher opened an extension to the British Hospital Equipment Display Centre in Newman Street, London, on 1 March.

The centre now houses permanent displays by 28 British manufacturers of hospital and medical equipment, with products ranging from bedpans to sophisticated x-ray apparatus. Opened in 1975, it is used as a 'one stop' shopping facility by overseas hospital administrators and has had many distinguished visitors including the Ministers of Health of Egypt, India, Ghana, Kuwait, Mauritius, Hong Kong and Iran.

Speaking to the 150 guests at the opening, Mr Meacher said, 'the stronger pound sterling is working for you as manufacturers but its possible effect on price competitiveness must not be allowed to put us off course'.

Two of Britain's major competitors (Germany and Japan) had demonstrated that a strong currency need not stand in the way of export success, he explained. British goods were still competitive in world markets and they could remain so 'provided we look to all the elements involved. Indeed the stronger pound simply reinforces the lesson that our design, quality and reliability are as important and sometimes more important than price alone'.

Mr Meacher congratulated the manufacturers on the fact that over the last five years the value of British medical equipment exports had more than quadrupled, achieving a faster growth rate than UK exports as a whole. He pointed out that the figure was considerably increased if account was taken of the construction materials and components supplied, and earnings from consultancy in the design, planning, management and sometimes the staffing of hospitals overseas. 'Add to this the earnings of British pharmaceutical companies and we are approaching a level of British health-care exports amounting to around £800 million last year.'

The companies exhibiting in the British Hospital Equipment Display Centre have a total annual turnover of around £85 million, of which over 30 per cent is in overseas sales.

During his tour of the new BHEDC extension, Mr Meacher stopped to try out a wheelchair on the stand of Vessa Ltd of Alton, Hampshire.

International action against substandard ships

Representatives of eight North Sea governments, including the UK, signed a memorandum of understanding in the Hague on 2 March, which provides for general surveillance of seagoing ships of any nationality calling at the ports of the eight countries or using their inland waters.

Inspections of ships, which may be at random or as a result of doubt about standards, will ensure that on-board safety and health regulations are met, and that no health or safety hazards exist. Sub-standard ships will be prevented from sailing until remedial measures are taken.

The eight countries which signed the memorandum are Belgium, Denmark, Federal Republic of Germany, France, Netherlands, Norway, Sweden and the United Kingdom.

Seminar on Spanish business opportunities

On 25 April the British Overseas Trade Board and the London Chamber of Commerce and Industry are sponsoring a one-day seminar at the Cafe Royal on business opportunities in Spain.

Lord Chalfont is the chairman, and Edmund Dell, Secretary of State for Trade, and the Spanish Minister of Commerce, have agreed to speak. The other speakers are prominent in Spanish-British trade.

Please contact Anita Russell at the London chamber for full details, tel. 01-248 4444, ext. 124.

British pavilion proposed at Tehran fair

Provided there is sufficient response from industry, the British Overseas Trade Board will organise a British pavilion at the sixth annual Tehran international trade fair from 19 September to 1 October this year.

Iran is Britain's largest export market in the Middle East. During the first 11 months of 1977, British exports – consisting mainly of manufactured goods notably vehicles, machinery and metal manufactures – amounted to more than £598 million.

The fair is a general trade event and covers a wide range of capital and consumer goods and services. However, some of the best opportunities for British exports are for manufacturing machinery and equipment to produce consumer goods, and raw and semi-finished consumer goods. Consumer goods of particular promise include foodstuffs, kitchen units, furniture, electrical appliances, china, glass, hi-fi equipment, hand tools, gardening equipment, toys, games, sports equipment and security products for both domestic and industrial uses.

Over the past decade, Iran's rate of economic development has been among the highest in the world, with an average annual growth rate of 10.6 per cent in real terms over the period 1962 to 1972. The quadrupling of oil prices has substantially improved this performance and in 1973 to 1974 the growth of the gross national product was around 35 per cent in real terms.

The Iranian fifth plan which provided for expenditure of $68.6 billion and envisaged a 26 per cent overall average annual growth rate, expires this month. It is expected that there will be no sixth plan in the usual sense, merely guidelines accompanying an annual budget.

The closing date for applications is 17 March 1978.

Further details including costs and application forms for space are available from John M. Milne, Room 115, Hillgate House, 26 Old Bailey, London EC4H 7HU, 01-248 5757 ext. 602.

Mandatory arms embargo on South Africa: implementation of Security Council Resolution 418

The Secretary of State for Trade has made an order further amending the Export of Goods (Control) Order 1970 by adding to group 1 of schedule I certain items of para-military police equipment which are not already subject to export control. The order (SI 1978 no. 271) will take effect on 24 March and from that date licences will be required to export to any destination the following additional goods:

Acoustic devices represented by the manufacturers or suppliers thereof as suitable for riot control purposes, and specialised parts therefor; anti-riot shields and component parts thereof; panels, whether or not of metal, specially designed to be bullet resistant; portable anti-riot devices for administering an electric shock or an incapacitating substance, and specialised parts thereof; water cannon and component parts thereof.

An order in council (SI 1978 no. 277) has also been made prohibiting persons from entering into any licensing arrangements for the use in South Africa of patents registered designs or industrial information or techniques specially devised or formulated for the manufacture or maintenance of arms or equipment specially designed for military or para-military police purposes. It is being laid before parliament to take effect on 24 March.

These two orders complete the legislative arrangements for implementation of the mandatory arms embargo against South Africa imposed by security council resolution 418(77). Arms exports to South Africa were already effectively controlled under the pre-

vious embargo which was based on earlier non-mandatory security council resolutions. Some export licences have however been revoked in respect of goods which were allowed previously and are now prohibited under the more comprehensive terms of resolution 418(77).

In implementation of the embargo, no licence will be granted for the export to South Africa of any goods listed in group 1 of schedule I to the Export of Goods (Control) Order 1970, as amended, insofar as they are specially designed for military or para-military police purposes, or are for the manufacture or maintenance of such goods. Applications to export other controlled goods to South Africa will be considered on their merits. Such applications should give full information about their precise nature, the purpose for which they are intended and the name and nature of the business of the end-user.

The security council resolution calls upon member states to review existing contractual arrangements and licences granted to South Africa for the transfer of technology which falls within the scope of the resolution. A review is being undertaken: meanwhile existing licensing arrangements are not affected.

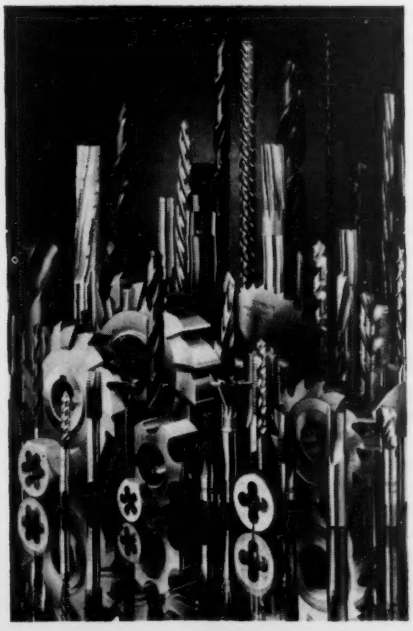
Exporters may care to note that a new order will shortly be made consolidating and revising the existing Export of Goods (Control) Order 1970, as amended.

Dormer tools to exhibit in Hong Kong

Twist drills, taps and dies which will be on display at the British industrial exhibition in Hong Kong from 6 to 11 March.

Manufactured by Dormer Tools of Sheffield they are a tiny part of the 16 000 individual types and sizes of cutting tools available from the company. Extreme care and close inspection at every stage of manufacture have given the range of tools an international reputation for accuracy, consistency and long life. Much of the steel used to make the tools is produced by the company in its own steel plant.

The exhibition, which will be staged in Hung Hom railway station, Kowloon, will be one of the largest exhibitions held in the Far East during 1978. Exhibits will cover a multiplicity of British industries and will include construction, electrical, chemical, tool-making and off-shore technology.



Pleasure boat exports up £46m in two years

British exports of pleasure craft increased from £26.7 million in 1975 to £73.2 million in 1977. This year companies are aiming to further increase export sales by taking part in overseas promotions supported by the British Overseas Trade Board.

From 11 to 19 March there will be over 100 UK boats on display at the Amsterdam 'Hiswa' sail and power boat show. British exports of pleasure boats to the Netherlands last year totalled £16.5 million compared to £8.2 million in 1976.

From 7 to 24 March representatives from 25 companies will be taking part in a BOTB sponsored trade mission to Japan, Hong Kong and Singapore. Mission members, who are mainly representing equipment manufacturers, will be in Japan at the same time as the Tokyo international boat show.

A total of nearly 200 British companies took part in exhibitions, and one mission, during the first three months of this year supported by the BOTB in association with the ship and boat builders national federation.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1666: Imports of bananas from the dollar area

To offset expected shortfalls in supplies of fresh bananas to the UK from other sources, a further supplementary quota of 10 000 tonnes has been established for imports from the dollar area.

In order to ensure continuity of imports, the supplementary quota will be allocated between existing licence holders, having regard to the use they made of their allocations under the quotas for 1976-77.

Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas supplier.

Licences issued under these arrangements will be valid for three months.

Inquiries: Import Licensing Branch, 01-603 4644, ext. 361.

1667: Imports of textiles from Argentina and Brazil

Notice to importers 1649, *Trade and Industry*, 6 January 1978, stated that goods subject to quotas established under the EEC/Argentina and EEC/Brazil textile agreements would be licensed under the transitional provisions set out in that notice, until such time as the Argentinian and Brazilian authorities were ready to undertake administration of their respective quotas.

It has now been agreed with the EEC commission that both these countries will administer their respective quotas with effect from 5 March 1978. Traders wishing to import from either of these countries goods falling within the relevant categories set out in NTI 1649 should, if they are not already in possession of a valid import licence, obtain from their supplier a valid 1978 export certificate in respect of any such goods shipped after 5 March 1978. The export certificate should be submitted to Import Licensing Branch, at the address shown above, together with the licence application on form ILB/A.

Traders should also note in relation to Brazil, that applications for import licences should now be sent direct to Import Licensing Branch, and not via the Brazilian embassy as was previously the case.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

1668: 1977 shipments of textile goods newly restricted in 1978

The textile agreements negotiated between the EEC and the various supplying countries set out in notice to importers 1649, *Trade and Industry*, 6 January 1978, provide that goods whose importation into the UK was not restricted in 1977, and which were shipped before 1 January 1978, may only be granted an import licence without producing an export certificate if they are imported into the UK by 31 March 1978.

Any trader who does not hold a current licence for such goods at present in transit to the UK, shipped before 1 January 1978 and not due to arrive in the UK until after 31 March 1978 is asked to notify Import Licensing Branch of the details as soon as possible, and in any case not later than 23 March 1978, stating type and quantity of goods, estimated time of arrival in the UK and method of payment to the exporter.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 291/292.

Overseas trade exhibitions

New site gives UK more visitors at Nuremberg fair

From Charles Pattinson, British consulate-general, Munich

Of the 110 British firms showing at the Nuremberg toy show, from 9 to 15 February, 59 took part in a joint venture jointly organised by the British Toy and Hobby Manufacturers Association and the British Overseas Trade Board. The dominant position of British firms in the toy trade was underlined by the fact that once again the largest foreign contingent of 119 firms came from the UK, closely followed by Italy with 109 exhibitors and then further down the scale Spain with 59 firms and France with 46.

The dominant feature of this year's show was the fact that the organisers had at long last completed the new permanent hall so that the two very unsatisfactory temporary halls which have been erected each year in the past could be dispensed with. The decision to build the new hall had been announced at the last toy fair a year ago and it was at that time that the initial negotiations for a new site for the British joint venture took place. Representatives of the BTHMA, fairs and promotions branch and the Munich post put forward plans for a new site in a prime position in the hall and these were accepted in full by the fair authorities.

This fact and the very attractive stand design produced by the fairs and promotions department designer were certainly two of the major reasons why the British exhibitors in the joint venture were able to report far more traffic past the stands and more interest shown in their products.

It would be misleading to describe the results of this year's fair as a roaring success, in view of the still depressed state of the toy trade as a whole. However, feeling among the exhibitors at the end of the fair was one of quiet confidence and the satisfactory results obtained from it confirmed the view of the majority that the worst of the depression in the trade is over and that business will now pick up. Next year's toy fair in Nuremberg will be held from 3 to 9 February 1979 and further details can be obtained from the BTHMA or fairs and promotions branch of the Department of Trade.

Successful Cologne hardware fair for UK

From H. Mock, British embassy, Bonn

British hand tool manufacturers displayed a comprehensive range of their products on the British Overseas Trade Board's joint venture stands at the Cologne hardware fair, which took place from 19 to 21 February. It again attracted a good number of British exhibitors, 21 manufacturers of hand tools sponsored by the Federation of British Hand Tool Manufacturers taking part.

They reported that they were highly delighted with what they consider to be a very successful trade fair. This year's event has seen a marked increase in non-German visitors to 10 500 from 58 countries. The total number of trade visitors amounted to 32 000.

It was also encouraging for the British exhibitors to see visits from so many overseas agents, further assuring British manufacturers of confidence in their products.

The British hand tool manufacturers, some of whom have regularly exhibited in Cologne as far back as 1962, are seeing the tremendous benefit of exhibiting at such an important fair as Cologne, particularly as 60 per cent of British hand tool production is exported. With the British economy improving daily and a far greater emphasis being placed on prompt deliveries a spokesman of the federation said it is confident that orders will further increase, many companies being motivated by the substantial orders received at the fair.

Inquiries have ranged from Japan and Korea to Argentina and the Pacific Islands. Perhaps the most encouraging sign was to see so many serious buyers at the fair that there was another equally important fair – the international household good fair.

Equally pleased with their participation in this event were the eight British companies which showed a range of hardware items such as door and window fittings, locks, shelving systems and key cutting machines. This group was organised by the Hardware Manufacturers Association again under the auspices of the BOTB. Keen interest from buyers from all over the world kept British firms busy throughout the fair. All firms in this group reported that they had booked firm orders, and that some of the inquiries received might lead to substantial business. Some firms, whose purpose for exhibiting was to find agents in countries in which they were as yet not represented, were delighted that they had applications for their agencies during the fair from just these countries.

The newcomers to this fair in both British groups said that they were glad they came to Cologne, and all firms were agreed that they would come back next year.

On the whole, prices remained fairly stable during the fair but it is expected that rising costs will result in unavoidable price increases later this year. Both exhibitors and buyers were of the opinion that the tendency towards more ordering during the event compared with previous ones had been the result of cleared stocks. Good business is expected after the fair, both German as well as the foreign. Exhibitors voiced cautious optimism for an improved economic climate in this branch of industry.

Freeze-up hits Cincinnati motor cycle show

From Stan Wilkinson, British consulate-general, Cleveland

Following the success of 1977, 10 British companies sponsored by the CMCA Service Company Ltd and the British Overseas Trade Board went to the 1978 Cincinnati motor cycle and accessory trade show held in the convention exposition centre.

Three of the companies, Mobyke Accessories, Rickman Bros and W. E. Wassell Ltd had taken part in the 1977 joint venture, but the remainder were new to the British contingent although several had exhibited at Cincinnati in previous years.

Avon Rubber Company's stand received a great deal of attention when the custom built Triumph Road Runner, partly sponsored by Avon, was wheeled in and Euro Design, Fun Products and Piper Ltd expressed themselves satisfied with the serious inquiries they had received.

It would have been pleasing to report that the show had been an unqualified success, but the extremely hard winter took its toll.

Traditionally Cincinnati has been the centre point where large numbers of Canadian and New England dealers have gathered, but this year the blizzards kept away all but the bravest. As a result attendance was much lower than normal and the dealers mainly came from Ohio and Kentucky.

Not content with severely injuring the show, the weather dealt a killing blow on the final day when a mixture of snow and freezing rain shut roads and the airport for several hours and the show was closed prematurely. Hopefully the blizzards of 1978 will not discourage British participation in future shows.

UK firms pleased with Constructa in Hanover

From the British consulate-general, Hanover

Constructa '78 – the international building exhibition held in Hanover from 15 to 22 February, is said to be by far the most comprehensive building trade exhibition in the Federal Republic of Germany and the biggest in Europe with regard to stand space rented. The emphasis at Constructa '78 was on building materials and processes aimed at more rational building. Conserving energy and the enforced modernisation of old buildings were themes especially stressed. Considerable attention was paid to methods of harnessing solar energy.

There were 12 British firms forming a British Overseas Trade Board joint-venture group, sponsored by the Building Exhibition Overseas Division. There were six independent British exhibitors including the German subsidiary of Marley. Britain was not so well represented as at the previous Constructa in 1974 and was third largest foreign exhibitor after Italy (169 firms) and France (19 firms).

The exhibition attracted some 180 000 visitors compared with 200 000 in 1974. By far the largest percentage of visitors were specialists,

notably architects and technicians. Throughout the eight-day event a series of technical conferences were given, covering a wide field of building subjects.

Although some of the British exhibitors commented on the somewhat clinical appearance of their stands and some also could have used more space, they were in general well pleased with their stand locations. The British exhibits included safety PVC flooring, roofing systems, turned wood spindels for stairs, industrial cleaning machines, and industrial doors.

Almost all British participants reported it was well worth their presence and would return, though there were few outstanding individual successes. However one firm concerned with vermiculite boards for the fire protection of structural steelwork reported orders received to the value of about £10,000.

Durham-Bush International was satisfied with the 250 inquiries received within the Federal Republic thus confirming that its presence was worthwhile. Although the value of orders received by Errut Products Ltd, London, was small, it expects to receive substantial orders following a series of planned demonstrations.

The survey conducted at the conclusion of the exhibition among most exhibitors confirmed encouraging results, and opinion generally was that in spite of the continued slump in the building field there were signs of improvement in some sectors. The next Constructa is planned to take place in Hanover in February 1982.

UK firms find Brussels building shows 'worthwhile'

From M. W. Hewitt, British embassy, Brussels

Both the annual Batibouw exhibition, and the biennial Euroclima exhibition, which overlapped for three days this year, took place in Belgium's main exhibition centre, the Palais du Centenaire, Brussels. The well-established British presence at Batibouw was maintained with a joint-venture of 12 companies under the sponsorship of the British Overseas Trade Board and the Building Materials Export group. The UK were officially represented at Euroclima by two companies under the same sponsorship. There were also official participations from Canada, Poland, Romania, and for the first time, the United States.

The construction industry in Belgium is directly responsible for the employment of some 300 000 people and is the country's biggest employer. The industry is locally owned and offers excellent opportunities for foreign manufacturers of the whole range of materials in use. British exports continue to do very well in spite of the difficulties arising from the economic recession. With little sign of an upturn increased sales require persistent effort.

Nevertheless, there was no atmosphere of gloom on the British stands, which benefited from their excellent position near the entrance of the main hall. Catnic Components and Hilsmith Lintels showed their lintels in galvanised steel for the first time in Belgium. Designed specially for the Belgian market, this product aroused considerable interest, having advantages of quicker installation and lower cost than conventional lintels. Newcomers F. Hills and Sons showing doors and shower cabins secured a substantial volume order from Holland and appointed a distributor for that country. They reported that the limited number of visitors to their stand was amply compensated by their good quality. Banbury Commercial Buildings, well known throughout the world for their prefabricated structures, obtained satisfactory results from their first participation, as did SMC Ltd with their water circulation pumps in Euroclima. Butterley Building Materials also here for the first time, were very pleased with the exhibition. They showed a wide range of bricks designed specifically for Belgian tastes, and attracted a good number of serious inquiries. Several substantial orders have already been confirmed.

The British exhibitors found participation at Batibouw and Euroclima well worthwhile. Those who had adapted their products to meet Belgian preferences were duly rewarded for their enterprise.

Satisfactory end to Cologne show

From commercial department, British embassy, Bonn

British exhibitors at the international housewares fair held in Cologne from 16 to 19 February, found the first two days extremely quiet but on the third day, a Saturday, the halls began to fill. By the end of the day most found that the previous year's results had been reached and in some cases even exceeded. It was the general opinion of exhibitors that although inquiries were fewer the quality was high and more likely to lead to business. Firm orders were taken by the majority. One of these was reported by College Laboratories Ltd of Bristol who turned an inquiry received at the international spring fair in Birmingham into a firm order for wall offices worth £6,750 within 10 minutes of the Cologne event starting.

A total of 821 firms from 29 countries displayed a variety of household machinery, household utensils of all types and for all purposes, and a large range of giftware for use in the house.

The strongest foreign contingents were France and Italy but Britain came a good third with 54 exhibitors, 16 of whom exhibited independently. The rest were on four joint-venture stands, sponsored by the Hardware Manufacturers Association and the UK Cutlery and Silverware Association in co-operation with the British Overseas Trade Board. Most of the British exhibitors on the joint-venture stands propose to return to Cologne for next year's event though a few expressed concern because the Birmingam international spring fair 1979 will overlap the Cologne event.

The fair showed a continued trend towards quality products and British firms can be satisfied that their contributions were well up to the general standard. The fair again proved itself to be an international event of some standing and justified the participation of the British exhibitors. The next Cologne international housewares fair will be held from 8 to 11 February 1979.

Half in the picture?

Keep yourself fully briefed. Get to know the facts. Every Friday, *Trade and Industry* brings you up-to-date information – on industry and commerce.

If you're not reading the current copy of *Trade and Industry* you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of *Trade and Industry*.

Ring our Circulation controller on 01-215 5021 and ask about an additional subscription. Or simply clip the coupon on our Reader Services page towards the end of the magazine.

Overseas trade export services

Lep introduces three European services

Expanding the range of destinations served, Lep Transport Bradford has announced three additional groupage trailer services catering specifically for manufacturers and exporters in industrial Yorkshire.

The first, to Eire, departs weekly from Bradford on Tuesdays, thereafter the vehicles, which are driver-accompanied throughout, utilise the Holyhead/Dublin ro/ro route. Close liaison is maintained between Lep Bradford and Lep (Ireland) Ltd's Dublin office, and by using a specially designed pre-advice telex system, documentation can be completed and ready for presentation as soon as the vehicle arrives. With the added advantage of customs clearance on the vehicle (making also for greater security) delivery to Dublin consignees is usually the next day.

There is also a similar service to the Cork area. Here Lep Bradford liaise with Lep Cork to offer a weekly service departing from Bradford on Tuesday and arriving in Cork on Friday.

The third addition is a weekly trailer service offered to Rotterdam. Trailers depart from Bradford on Thursday, and close co-operation with Lep's agent in Rotterdam, H. Hoogewerff Jnr and Co, NV, who can arrange fast local redistribution or forwarding in Holland, which helps maintain fast transit times.

Further information: circle 454

Transporting to Iraq

Contimar Linear Agencies (UK) Ltd, called at Hull to pick up part of a project which it is currently transporting from continental ports and Rochester, Britain, to Iraq via Turkey. Pictured below is one of many pieces included in this project (50 tons 10 m × 4.25 m × 4.25 m) being loaded on board the Contimar vessel m.s. *Ikaria*.

Further information: circle 453

Dover hoverport nears completion

Dover's new £12 million international hoverport, sited at the western end of Dover Harbour, is expected to be fully operational by 4 July 1978, after a 2½-year carefully phased construction programme.

The hoverport is required to cater for an expected increase in passenger and motor car traffic in the 1980s and to accommodate British Rail's enlarged SRN4 hovercraft and SNCF's French-built craft which enters service on Seaspeed's Dover to Boulogne and Calais routes this summer. The new terminal will be entirely self-contained and independent of ferry operations within the port.

The construction is a joint responsibility of the Dover Harbour Board and British Rail Hovercraft Ltd, the former for the first stage – the reclamation of 15 acres and the construction of a concrete approach ramp and apron; and the latter for the second stage – the building of a modern passenger and customs clearance terminal, an engineering block, car park and other ancillary terminal facilities.

Further information: circle 455

Chamber offers exhibition area in Paris

British Chamber of Commerce in France has introduced a service which will enable a company to show its goods in the centre of Paris.

A prominent firm of textile and furnishing material manufacturers hired the exhibition space available (the main space occupies 40 m², with a smaller room of 10 m² available if needed) at the chamber and, via its agent, contacted the specialist buyers, and journalists interested. This firm expressed itself extremely satisfied with the results.

The extra advantage of holding an exhibition on the chamber premises is that the chamber back-up services are immediately available: the library, prior mailing of brochures, press coverage, help with customs, currency, hotel accommodation problems, secretarial, telephone and telex services.

Further information: circle 456

Container service to Abidjan

Wm. H. Muller and Co (UK) Ltd announce a fast, new fcl container service on through bills of lading from the UK to Abidjan, on the Ivory Coast.

Competitively priced containers are available from any point in the UK. Shipment will be from Felixstowe, with transhipment at Antwerp on first class European tonnage.

As well as 6 m × 2.5 m standard ISO containers, 6 m open tops and flat racks, there are a number of 12 m reefers on permanent stand-by. Most of the equipment is available to meet immediate requirements.

Initial Felixstowe sailings for this UK–Ivory Coast service started on 27 February and continue on 6 March, 27 March and 10 April. The first vessel's estimated time of arrival at Abidjan is 12 March, a total journey transit time of just 14 days.

Further information: circle 457

Keyways re-shapes groupage service to Finland

Keyways has reshaped its groupage service with Finland. Cargo received at any of Keyways' national network of depots by Wednesday is fed into the Birmingham depot on Thursday, loaded to 12 m trailers and shipped via Harwich by Monday sailings.

In co-operation with *Oy Victor Ek AB*, cargo for Turku is discharged at the first call and Helsinki tonnage is on-carried.

Rates are available from all Keyways offices and cargo is accepted at Glasgow, Manchester, Hull, Grimsby, Birmingham, Gateshead, Stoke-on-Trent, Leicester, Wrexham, London and Felixstowe.

Further information: circle 458

Seatrain LTL facility on US east coast

Seatrain, the north Atlantic container shipping line, recently opened a new 'less than trailer load' (LTL) facility to be managed by its agent, European Container Service.

The new LTL facility is situated at Seatrain's own container port, Port Seatrain, at Weehawken, New Jersey which boasts excellent road access for pick-up and delivery.

Other advantages of the new LTL facility

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

include fast cargo pick-up/delivery, single shipping line terminal, accommodation of last minute deliveries, US customs on premises, 24-hour on-site security services, designated areas for bonded cargo and, of course, close supervision of all cargo movements. Additionally cargo consolidation and consolidated inland routing are also available.

Further information: circle 459

Dorset firm provides entry to Europe

Companies whose penetration of the European mainland market has reached the level where they wish to establish their own offices, distribution centre, or manufacturing facilities can use the free services of an Anglo-French consortium. Gunpasta Ltd of Sturminster Newton, Dorset and its French partners, Sopran SA, provide sites and/or buildings in several locations throughout France; guidance and assistance through all French governmental and municipal requirements and permissions; selection and furnishing of all grades of staff and employees; loan capital at non-commercial rates; and subsidised market research.

Further information: circle 460

Malta to Manchester groupage service

Tradeflow International Freight Services of Altrincham has started its regular container groupage service by sea to Malta from the Manchester area.

Receiving cargo at Pinfold Lane near Manchester airport, its depot is conveniently situated for road connections from the M56, M6 and M62/3. Tradeflow International believe this service will greatly assist exporters trading with Malta by providing a reliable operation at a reasonable price.

Further information: circle 461

Additional sailing on Harwich-Hook of Holland service

There will be over 220 additional sailings on Sealink's Harwich-Hook of Holland service during 1978 giving more capacity for cars, motorists and road haulage vehicles and also for train-ship passengers since all the extra sailings will be linked to trains.

British Rail's partner on the route, the Zeeland Steamship Company, will introduce a new car ferry, *Prinses Beatrix*, on the service in June to replace the passenger ship *Koningin Wilhelmina*. The *Prinses Beatrix* was launched in January and is now being fitted out. It will be able to carry 330 cars or 44 m × 14 m long lorries or a mix or both and will have capacity for 1500 passengers on the daytime crossing or 1026 by night of which 567 will have cabin accommodation.

Further information: circle 462

Ardtran opens Colnbrook office

Ardtran International, a member of the Ardfields Holding Group, is expanding its services into the airfreight field at Heathrow. Its operational office in Colnbrook opened on 20 February, to service the airfreight activities of the group.

Further information: circle 463

West Malaysia on direct line

A key country which helps keep the wheels of Britain turning was on the direct line from Britain on 20 February.

Malaysia, the world's largest exporter of natural rubber, now has 250 000 phones of west Malaysia available on international direct dialling (IDD).

At the same time New Delhi joins Bombay to become the second place in India to get IDD from Britain. 74 countries are now available to UK phone users.

Direct dialling is cheaper, faster and simpler than going through the operator. Providing IDD for its customers is one way the Post Office can hold down phone prices.

With these latest extensions, people in the UK with IDD have direct access to some 355 million telephones around the globe. Four out of five phones in Britain now have IDD.

To phone west Malaysia and New Delhi costs £1.05 a minute, compared with the operator-connected charge of £3.60 for the three-minute minimum.

Further information: circle 464

Export consultancy aims at helping smaller companies

C M Consultants of London and Lausanne offer specialised export marketing services geared specifically to help smaller to medium-sized manufacturers extend their markets – particularly into the developing countries.

Appointed to the manufacturer, a C M consultant acts under contract as export director to the manufacturer for a pre-determined period. The service covers manufacturing, specification, legal, sales training and marketing aspects, and finance and accounting.

Further information: circle 465

TI in joint Saudi venture

Tube Investments and Sheikh Yousef Naghi of Saudi Arabia have set up a joint warehousing and distribution organisation in Jeddah with the aim of increasing the sales of TI products in the area.

A 4645 m² complex of showrooms, offices and warehousing facilities is to be established and among the products that the new organisation will handle in the first instance are Raleigh cycles, Creda cookers and home laundry equipment, transport service equipment, vehicle silencers and aluminium products.

Further information: circle 466

Emery cuts rates from Germany to North America

Emery Air Freight has cut its economy rates from Germany to North America by up to 25 per cent. Effective immediately, the new low rates have been made possible because of the success of the company's economy service.

Further information: circle 467

Additional African destinations for Redcoat

Redcoat Air Cargo, an all-cargo airline specialising in split charter flights from Luton airport to all destinations of West Africa, with the exception of Nigeria, has now added further destinations to its export cargo network.

The airline now fly to Banjul (The Gambia) and Nouakchott (Mauretania), as well as to Accra, Freetown, Monrovia, Dakar and Abidjan.

Whilst trade between the United Kingdom and these points is still somewhat restricted, Redcoat reports nevertheless, a healthy flow of traffic especially in the commodities of chemicals, pharmaceuticals and machinery.

Further information: circle 468

Redcoat landing at Banjul, The Gambia.

Experienced travellers know that one airline holds the secret of arriving relaxed, refreshed and ready for business in the Middle East

Cyprus Airways has its own unique way of ensuring that you arrive in Amman, Bahrain, Damascus, Dubai, Jeddah, Kuwait, Muscat or its other Middle East destinations relaxed, refreshed and ready for immediate business.

First-class hotel at no extra cost
Our secret: we include in the price of the air ticket a night at a first-class hotel in Cyprus, with dinner, breakfast and airport hotel transfers.

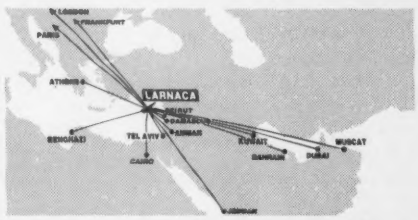
Transfers at no extra cost
You'll enjoy a friendly welcome on the Boeing jet that flies you from Heathrow to Larnaca, where chauffeur-driven transport awaits to take you to a superb hotel near the Mediterranean shores.

Meals at no extra cost
Your room, dinner and breakfast come with our compliments.
And next day our driver takes you to Larnaca for your jet flight to your chosen destination.

Luxury at low cost
We can afford to do all this because luxury costs so little in Cyprus.

And, let's face it, we also believe that you'll want to return for a longer stay once you have glimpsed the unspoiled beauty of Cyprus and learned how much enjoyment here has escaped the effects of inflation!

*Next time you plan a Middle East trip, check our timetable. You could be surprised at how easy we make it for you to mix pleasure with **your** business!*



In association with British Airways

Why not get your secretary to send this coupon for more details of our Middle East flights?

Name .....

Address .....

.....

.....

Cyprus Airways, 251 Tottenham Court Road, London W1. Tel: 01-637 4955.

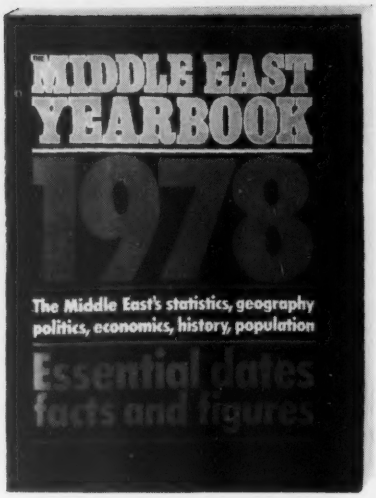
Cyprus Airways

A fresh approach to the Middle East

In to the Middle East

Trade and Industry special report

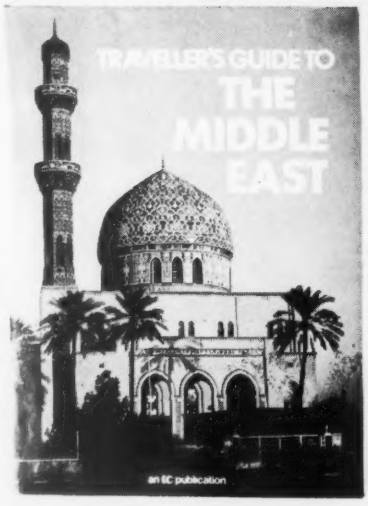
Let us help you find your way around the Middle East


MIDDLE EAST YEARBOOK
1978
The Middle East's statistics, geography politics, economics, history, population
Essential dates facts and figures

MIDDLE EAST YEARBOOK 1978 (second edition)
Prepared by the Centre for Middle East and Islamic Studies at the University of Durham in the UK, this vitally important reference work is essential to all interested or involved in government, commerce, industry, business, finance and banking. Ideal, too, for the geographer or student, it includes facts, figures, detailed maps and charts for all the individual countries of the Middle East, *plus* separate sections on:

- **Physical features, precipitation, temperature, vegetation**
- **Population, agriculture, minerals, oil and gas, communications.**
- **The Middle East and the world, foreign trade**
- **Feature articles such as – Arms Sales, Oil Industry, Banking.**
- **Food and shipping**
- **Basic information for businessmen**

This hardback volume is beautifully printed on high quality paper with over 300 pages packed with information about one of the most important regions of the world.



TRAVELLER'S GUIDE TO THE MIDDLE EAST 1978 (first edition)
This comprehensive guide is simply a must for the tourist, traveller and businessman or anyone involved or interested in the Middle East (especially those in the travel industry). It has a limp-cloth cover and is designed for easy reference – compact enough to slip into a pocket, yet tough enough to stand constant usage.
The guide has over 200 pages of information that includes a country by country section showing:

- **Historical background**
- **How to get there**
- **Tourist information**
- **Where to visit**
- **Charts, maps and photographs**
- **Main cities, accommodation and food**
- **Culture, climate, holidays**
- **Transport, banks, embassies**

Both theYEARBOOK and TRAVELLER'S GUIDE include a FREE FULL-COLOUR WALL-MAP OF THE MIDDLE EAST (available separately – see coupon below). Don't miss the opportunity of buying these indispensable books from the publishers of THE MIDDLE EAST magazine. Just complete the coupon below and mail it with your payment to the address shown.

To: INTERNATIONAL COMMUNICATIONS, 63 Long Acre, London WC2E 9JH T&I 3/78

Please send me:

THE MIDDLE EAST YEARBOOK 1978 ☐(Number of copies .....) $25
TRAVELLER'S GUIDE TO THE MIDDLE EAST ☐(Number of copies .....) $15
Rates include wall map
WALL MAP OF THE MIDDLE EAST ☐(Number of copies .....) $3

All rates include postage. Cheques and money orders to be made payable to INTERNATIONAL COMMUNICATIONS.

I enclose total payment of .....

Signed .....

Date .....

NAME .....

ADDRESS .....

.....

.....

.....

Where hard work brings results

Britain's performance in Middle East markets last year was good enough to restore a trade surplus in the last quarter. But, with our competitors snapping up an even larger share of the business generated by oil wealth, there is no room for complacency. Sinclair Road, Secretary of the Committee for Middle East Trade (Comet), sketches economic developments in the area and points to their implications for British exporters.

Gently hoisted aboard a cargo vessel at Rochester for its voyage to Dubai is this Terex TS24 scraper which will help to clear a site for a new smelting works to be built by George Wimpey Ltd in partnership with the British Steel Corporation.

When people talk about the Middle East, there is a tendency to think in clichés – to see it as a single unit, a uniformly flat and sandy waste, sparsely populated with Arabs and camels. The real scene is a very varied one, stretching as it does from the Atlantic in the west to the borders of Pakistan; from Turkey in the north down to the fringe of black Africa – 22 countries in all, which have Islam as a common religion and, for the most part, speak Arabic (the Iranians and the Afghans being the major exceptions).

For the rest, the variations in terms of human and physical resources are very considerable. There is, for example, an enormous variation in populations (see below), ranging from Egypt and Iran at one end with 38 and 35 millions respectively, multiplying very rapidly, to the small Gulf states, most of which do not even muster 1 million.

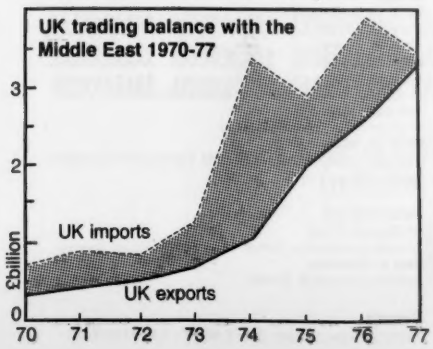
UK exports up again

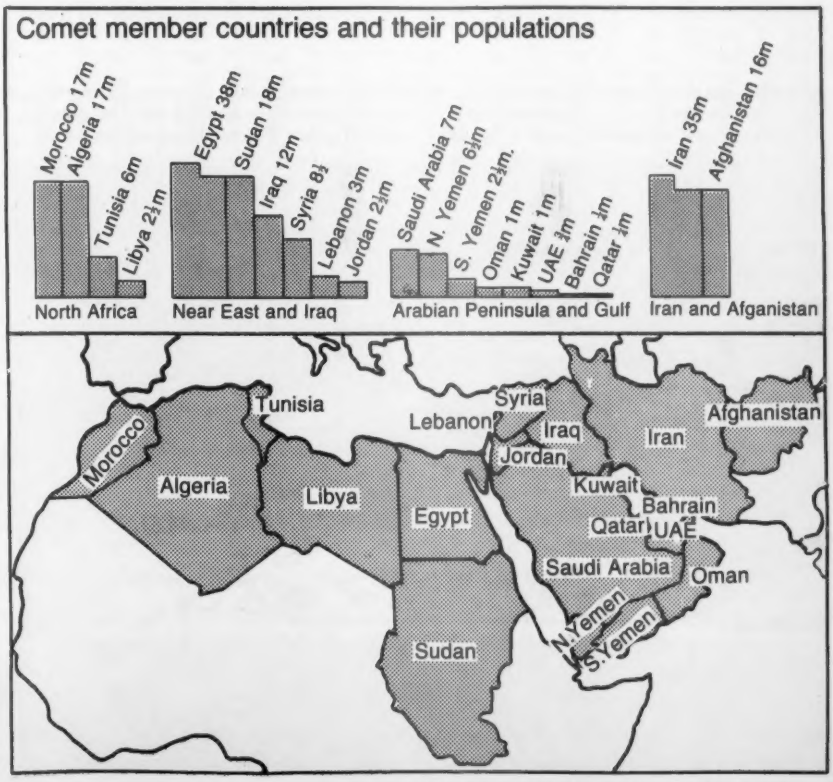
Britain's visible exports to the Middle East were up again by nearly a third to well over £3,000 million in 1977, making the area one of our fastest-growing markets, accounting for over 10 per cent of total UK exports and already approaching the north American market in size. There is, too, of course a substantial Middle East element in our invisible earnings – represented in the main by consultants fees, contractors' earnings, shipping, aviation, banking, insurance and tourism – which do not show up specifically in the trading returns. In 1976-77 British building and civil engineering firms won overseas contracts worth £1,700 million, no less than one half of this total – £872 million – coming from the Middle East.

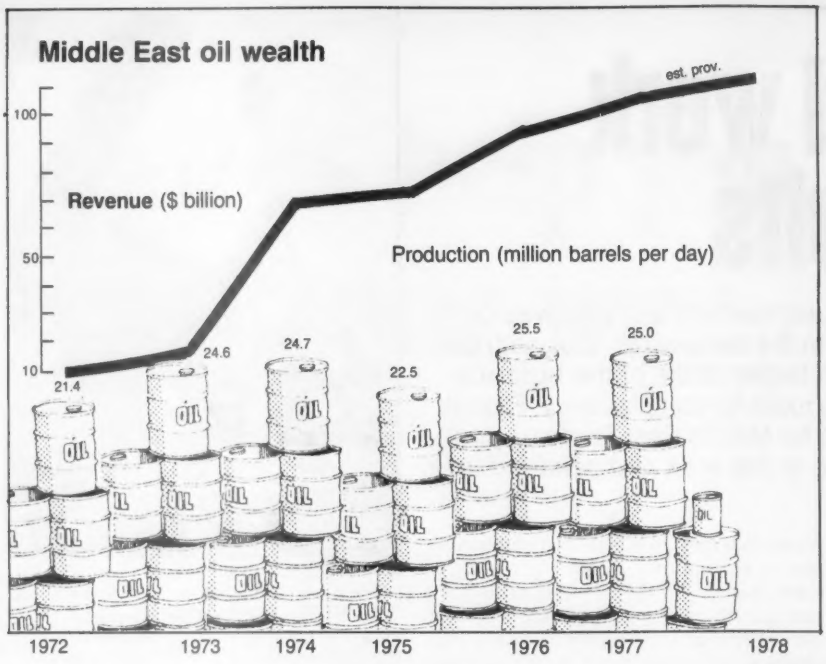
Closer examination of our 1977 performance reveals that some 10 Middle East countries are now to be numbered among our leading 50 world markets. In the Middle East itself the best growth performances, percentage-wise, were in Kuwait with exports up 65 per cent, Oman up 59 per cent, Saudi Arabia up 44 per cent, Qatar up 39 per cent, Libya up 29 per cent and Iran up 28 per cent. Among the non-oil exporting countries gains were recorded in the two Yemens and Egypt, while Jordan, Sudan and Syria registered a drop.

But, perhaps most important of all, our balance of trade with an area from which we have traditionally met the bulk of our oil requirements went back into surplus in the third quarter for the first time for many years. Although we narrowly missed achieving an overall surplus for the year, the deficit was down to £173 million (see below), and we can expect in 1978 a significant balance in our favour. Although this improvement has recently been helped by a cut in oil imports with rising North Sea production, it is to our constantly improving export performance that the bulk of the credit must go.

However, this is not the whole story. Over the past four years a number of Middle East countries, with their unparalleled concentration of oil resources and with rising oil prices, have been earning and spending on a quite exceptional scale in their 'dash for growth'. Although the UK has done well in picking up a lot of the resulting business, others among our major industrial competitors have done even better. While our exports have







risen steadily, our actual market share has declined. Today it is under 10 per cent, as against 20 per cent for the United States, 17 per cent for West Germany, 15 per cent for Japan and 12 per cent for France.

On top of this, the going is getting tougher for everyone. More and more of the 'second-line' industrial countries – notably the Canadians, Dutch, Swedes, Belgians and Swiss – are getting into the market as well as the Soviet bloc countries, while from the east a new 'cheap labour' challenge has already materialised from South Korea, Taiwan, the Philipines, India and Pakistan. There are also signs that the growth rate in the Middle East as a whole has started to level out. Oil revenues have not been rising as rapidly and a tighter control is being exercised over development expenditure, evidenced by delays in implementing new projects and periodic delays on payments. It is against this background that the prospects for British goods and services in the Middle East must be assessed carefully and realistically.

Appraising the market

First and foremost, exporters should ensure that they have made an accurate appraisal of the market. The fact that the Middle East market is becoming more difficult and the growth rate may be levelling out does not mean the spending is coming to an end – far from it;

An aerial view of Sharjah container terminal, an important transportation centre for the markets of the UAE provides the first completely modern container facilities in an area with fast-growing freight traffic and where more and more of the imported goods are now being containerised.

Comet and its members

Comet (the Committee for Middle East Trade), originally set up in 1963, is the British Overseas Trade Board's area advisory group for the Arab Middle Eastern countries, Iran and Afghanistan. The committee itself is composed of senior private sector businessmen (see below) with long-standing experience of the Middle East, together with representatives of the Foreign Office, Department of Trade and Export Credits Guarantee Department. Its main function is to assist in the formulation of government trade policy for the Middle East and to seek ways of improving British performance in the area. Close liaison is maintained with the government's export promotion service and with private bodies with parallel interests such as the CBI, chambers of commerce and trade associations.

Comet is also concerned with helping to make the commercial opportunities in the Middle East more widely known through publications, seminars and conferences, and by the organisation of specialised outward missions. It provides general background information on the area and can advise on more specialised information sources and services available to the exporter.

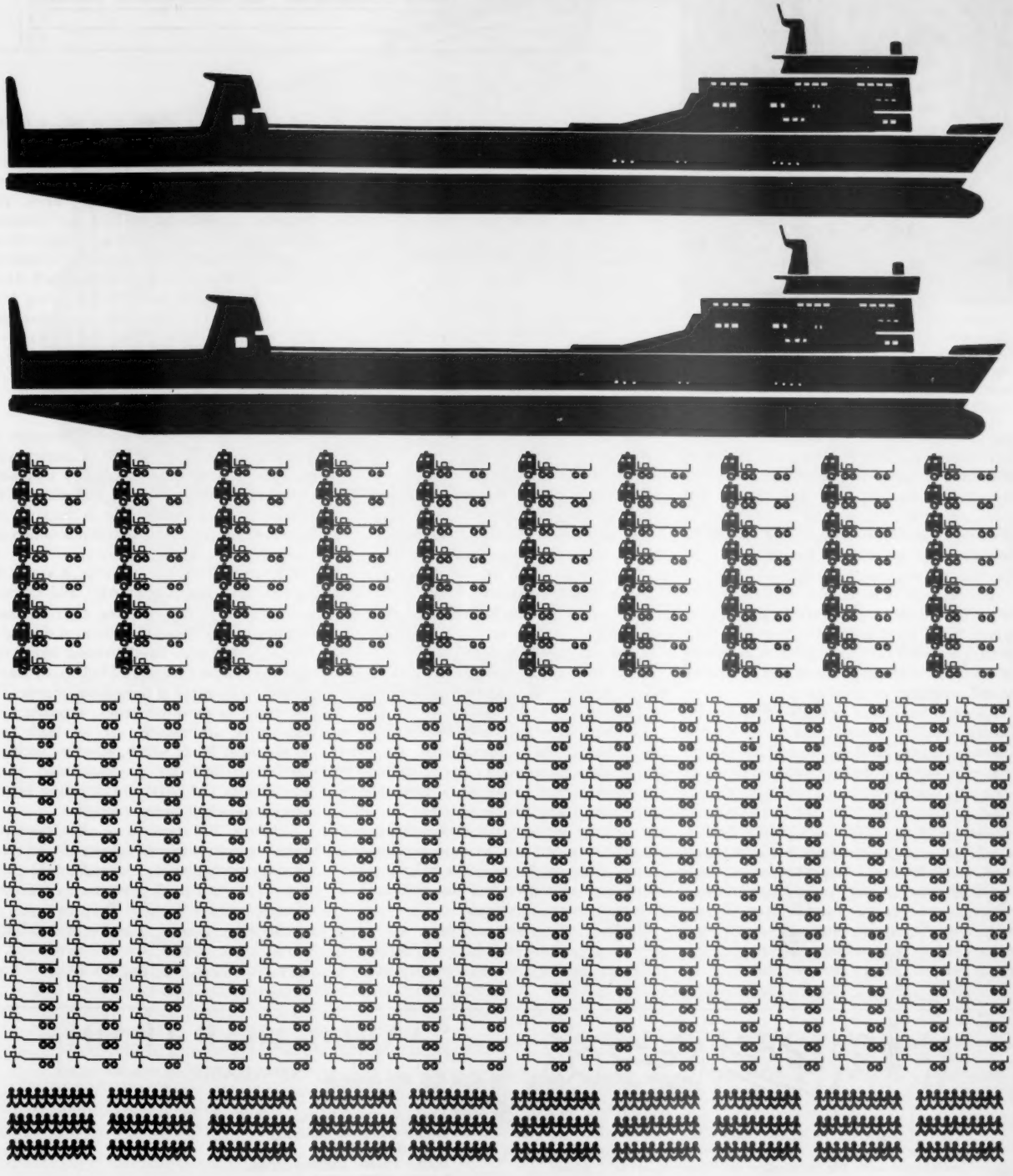
Chairman
Earl of Limerick
Director,
Kleinwort
Benson Ltd

Members
Mr S. Baker
Coordinator/industrial adviser, Department of Trade
Mr H. G. Balfour-Paul
Director-general, The Middle East Association
Mr E. J. Bavister
Managing director, Davy Powergas Ltd
Mr K. Bradford
General manager, British Bank of the Middle East
Mr P. L. Gregson
Under-secretary, Department of Trade
Mr D. A. Johnson
Overseas director, Confederation of British Industry
Mr J. D. Cumming
Director, BICC Middle East Ltd and BICC Export Ltd
Mr H. W. Jackson
Commercial director, The General Electric Co Ltd
Mr R. Kemp
Under-secretary, ECGD
Mr D. R. Llewellyn
Managing director, The Llewellyn Group of Companies
Mr A. D. S. Mangnall
Partner, Sir Alexander Gibb and Partners
Mr B. Mathers
Regional secretary, Transport and General Workers Union
Mr J. Millington-Drake (deputy chairman)
Managing director, Inchcape and Co Ltd
Mr F. J. Neve
Principal, Export Sales Management Associates
Mr M. Norsworthy
Director, Booker Agriculture International Ltd
Lord Seisdon (deputy chairman)
Director, Samuel Montagu and Co Ltd (Midland Bank Group)
Mr J. W. R. Sutcliffe
Managing director, British Petroleum Co Ltd
Mr R. H. Turner
Bank of England
Mr J. M. Watt
Managing director, John Laing International Ltd
Viscount Weir
Chairman, The Weir Group Ltd
Mr W. S. Weir
Assistant under-secretary of state, Foreign and Commonwealth Office

Secretariat
Mr Sinclair Road
Executive secretary, Comet
Miss A. Harrison
Assistant secretary, Comet

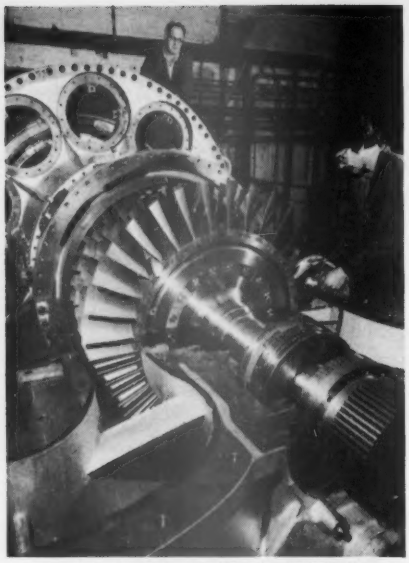
Comet
33 Bury Street, London SW1Y 6AX 01-839 1170/2137

The Saramat Fleet



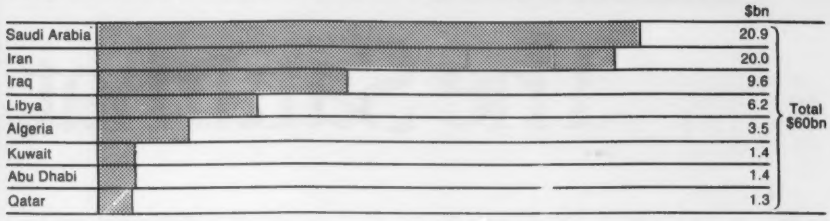
Some of the reasons why we can guarantee delivery of export from anywhere in Europe to anywhere in Saudi Arabia.

SARAMAT



A powerful, precision-built industrial turbine is given a final check at John Brown Engineering Gas Turbines Ltd, Clydebank, before despatch. Similar turbines – and much larger ones – have been exported to a number of Middle Eastern countries.

Budgeted development expenditure by the major oil exporting countries in 1978



nor does it mean that British exporters do not have as good a chance as anyone else of holding their own. In fact their chances are a lot better than evens, thanks to past associations with most countries in the area – resulting in genuine good-will as well as familiarity with British ways of doing business and with English as a working language.

The diversity of population is obviously relevant for suppliers, particularly of consumer goods, but it must also be of concern to those dealing with infrastructure projects, especially in the fields of housing, health and education, as aid programmes develop.

Another important consideration for the foreign supplier of goods and services is the difference in political regimes which in turn influence ways of doing business. From an economic point-of-view one can delineate two main groups. First come the free-enterprise economies of the Gulf states, Saudi Arabia, North Yemen, Lebanon, Jordan, Morocco and Iran, at the other extreme are to be found the 'revolutionary states' with government-directed economies – Algeria, Iraq, Libya, Syria and South Yemen, with Egypt and Sudan currently standing somewhere in between the two groups. It must, however, be realised that even with the free economies, in their present stage of development, governments and government agencies are liable to be the most important customers for many classes of exporter, whereas in the state-run economies they are likely to be the only clients.

Oil resources and development

The most important single factor in the Middle East is, however, its oil resources which have been responsible for the vast increases in development expenditure in recent years and have turned the area into the most attractive of commercial targets for the exporting countries of the world. Middle East oil revenues have now reached well over $100 billion following the quadrupling of crude oil prices in 1973, but these increases are no longer due to rising production (see page 2).

The growth in oil revenues since 1973 is almost exclusively a factor of rising oil prices; production actually fell by almost 9 per cent in 1975 and there has still been no sustained recovery. In fact with the world economy still in a state of uncertainty, Opec decided at Christmas to make no further price increases. This decision is to be reviewed again in June, but the likelihood is that there will be no change this year, with the result that there is almost certain to be a further falling-off in oil revenue growth in 1978.

Although there have been some temporary cut-backs in the oil-producing countries' development programmes (resulting from the continuing slump in world oil demand) the sums earmarked for investment in infrastructure and industrial diversification in 1978 are still considerable. As the chart (above) shows, these total some $60 billion, which would represent over half the estimated oil revenue earnings this year.

However, there are problems associated with the geographical distribution of these oil resources. As if by some perverse dispensation, the oil resources of the area are, generally speaking, distributed in inverse proportion to population. Additionally, the areas in which much of the oil has been found are also very limited in other physical resources, particularly agricultural, so that the economic investment of the revenues accruing from the oil is often severely circumscribed within the territory of the producing country itself. There are exceptions, the most notable being Iran, Iraq and Algeria, all of which have substantial alternative resources – land and mineral – as well as populations of reasonable size to develop these resources.

Build-up of investment funds

One important result of these limitations on domestic investment – as well, of course, as the inability of a developing country to absorb capital at too fast a rate – is that many of the countries, in particular those in the Gulf, are building up very substantial funds which are available for investment elsewhere.

Four countries – Saudi Arabia, Kuwait, the United Arab Emirates (UAE), and Qatar – were estimated to be holding external assets totalling no less than $120 billion at the end of 1977. In that year Saudi Arabia alone was reported to have earned $4.6 billion, by way of income on its share of these investments. The first three of these countries, together with Iraq, have accordingly set up their own development funds which, together with the joint Arab fund for economic and social development (AFESD) are directing investments into neighbouring countries.

Although the approval of allocations has been slow so far, a number of non-oil rich Arab countries are beginning to benefit. One of the most substantial single investments currently to be implemented is AFESD's programme to turn Sudan into the bread basket of the Middle East at a cost of $6.5 billion over the first 10 years. Elsewhere, the Iraq development fund

"ANGLO-ARAB TRADE" Established 1947 is the oldest and the premier journal in ARABIC and is concerned exclusively with the promotion of *British* equipment, goods and services.

Its circulation covers decision-makers in both the State and private sectors throughout the Arab States. It has an unrivalled record of 30 years' service to British industry.

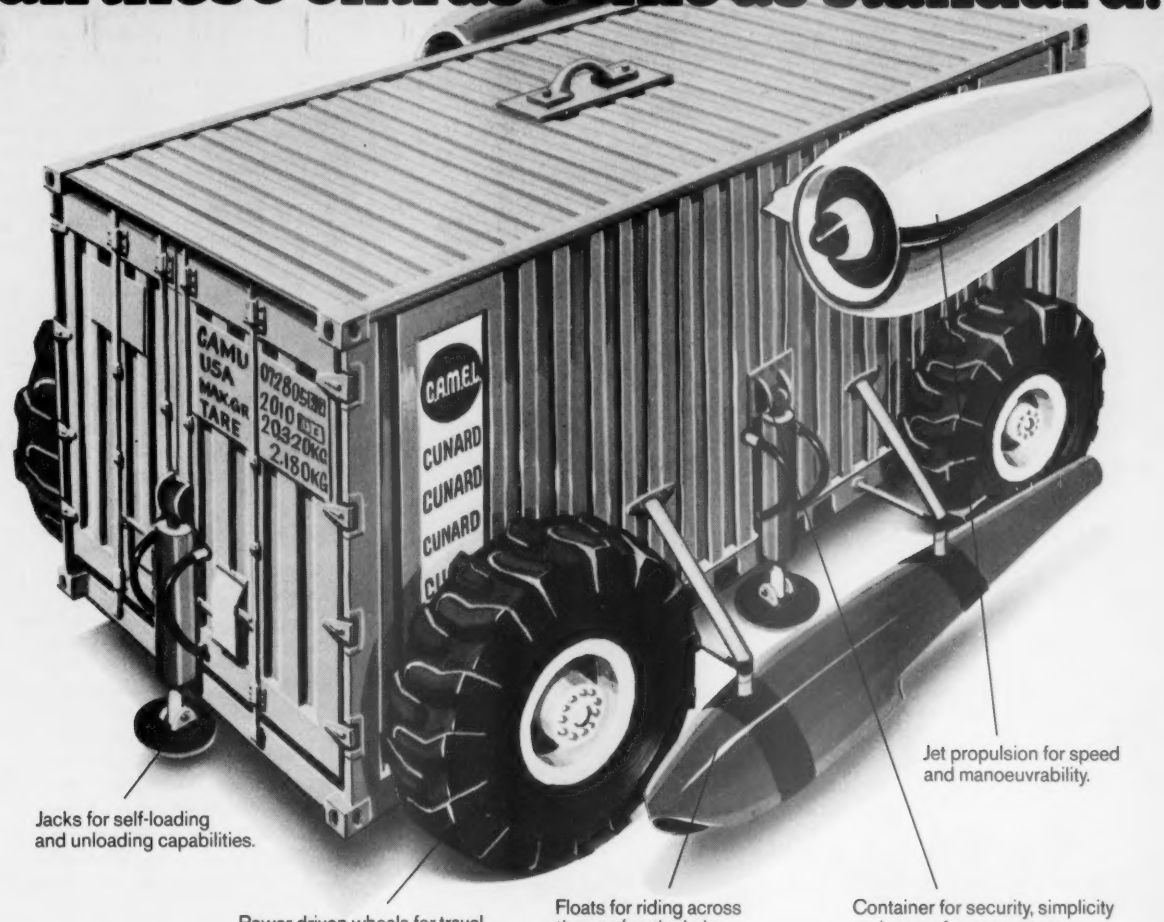
"ANGLO-ARAB TRADE"
IN ARABIC

"ANGLO-ARAB TRADE"
IN ARABIC

Send for a specimen copy to:
British Industrial Publicity Overseas Limited,
Walter House, Bedford Street,
London WC2R 0QB.
Tel: 01-836 9058 and 3685

Advertisement rates include translation into Arabic. All enquiries resulting from advertisements are translated free of charge.

With our Middle East Service all these extras come as standard.



If a computer were programmed to design a container to operate with all these functions, it would probably come up with something like the above illustration.

And in a nutshell, it represents all that Cunard can do when it comes to taking cargo to the Middle East.

We can pick up a container from the place of origin, take it to the loading dock, load it–then transport it across sea to the unloading docks at Jeddah, Aqaba or Hodeidah. Then deliver it right to the consignees door anywhere in Iraq, Jordan, Saudi Arabia or other parts of the Arabian Peninsula.

All covered by a comprehensive through bill of lading.

It sounds almost ideal, doesn't it?

But after over a year of experience along these routes, we've come up with a few more refinements.

All of our ships are 'stern' berthing with self-unloading capabilities, so no delays whatever the port conditions.

We even have our own unloading equipment on the Middle Eastern dock sides, manned by our own personnel, to speed up the process even more, so you're not likely to have a long wait.

It all adds up to speed, efficiency, reliability and cost savings to you.

So if anyone does programme a computer to design this service, don't tell us.

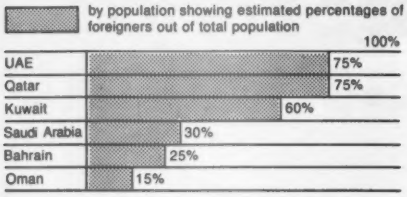
Because we thought of it first.

For full details, contact Cunard-Brocklebank Limited, Marble Arch House, 36 Edgware Road, London W2 2EL.
Telephone: 01-262 7777.
Telex: 22140.

CUNARD
ARABIAN MIDDLE EAST LINE

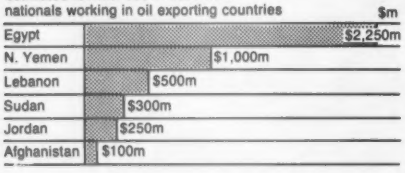
When its got to get there.

Foreigners working in Gulf oil-exporting countries



. . . and what they send home

estimated remittances in 1977 from nationals working in oil exporting countries



has put up the money for the development of Hodeida Airport in North Yemen, the contract for which has just gone to a British company, while the Kuwait fund has just agreed to finance an airport project in South Yemen.

These funds are, incidentally, quite separate from the contributions which the Middle East oil producers have made to various international agencies, including the Opec special aid fund of $800 million to provide interest-free loans to developing countries. Opec countries now claim to be contributing an average 2.7 per cent of their gnp to aid, as against an average of 0.3 per cent by western countries.

Expatriate work forces

In addition to direct investment a number of the oil-producing countries are also assisting their neighbours indirectly. Since a majority of oil producers have very small populations, they require large numbers of expatriate workers to carry through their development programmes. Considerable percentages of foreigners now make up the local population – as much as 75 per cent in the case of Qatar and the UAE. Although some of these foreigners are western engineers and technicians, the vast majority are semi-skilled and unskilled workers recruited from within the area. The biggest contingents are over a million from Egypt and another million from North Yemen (most of the latter working in Saudi Arabia), together with Sudanese, Jordanians (and Palestinians) and Lebanese.

These workers are sending back sizeable remittances to their home country (see first column), where it helps to generate additional economic activity.

The level of economic activity in the various countries we have been examining, is reflected in their gnp figures. The estimates given below, however, are very approximate and the fact that they are not all for the same year makes it more difficult to compare one country with another, particularly when some are developing so rapidly.

Destination of UK exports

Where then, do British exports go in the

The motor vessel *Hijaz* goes down the slipway of Govan Shipbuilders Ltd on the River Clyde. It is the sixteenth of a 19-vessel order for the United Arab Shipping Company

GNP in the Middle East

National income of Middle East countries	GNP in $m
Iran (1977) [1]	65,000
Saudi Arabia (1977)	44,200
Libya(1977)[1]	18,920
Algeria (1976)[1]	15,900
Iraq (1975)	14,260
UAE (1976)	14,000
Kuwait (1976)	11,280
Egypt (1977)	8,986
Morocco (1975)	7,376
Syria (1975)	5,459
Tunisia (1976)	4,430
Sudan (1974)	2,560
Lebanon (1975)	1,948
Qatar (1975/6)	1,680
Jordan (1976)[1]	1,610
Oman (1976)	1,600
N. Yemen (1974)[1]	740
Bahrain (1975)	635
S. Yemen (1974)	163

[1] GDP – only figures available.

Some comparative GNP figures

	$m
USA (1976)	1,512,000
Japan (1975)	447,000
UK (1976)	196,000
Canada (1976)	167,000
Netherlands (1975)	73,000

MIDDLE EAST CONSTRUCTION

The Middle Eastern markets are THE markets for enterprising exporters. MIDDLE EAST CONSTRUCTION has rapidly established itself as THE English language monthly medium through which British firms can influence the specification and sale of their products, services and expertise. Every edition produces hundreds of worthwhile enquiries from construction readers in the oil rich states which are forwarded to our advertisers.

To find out what's going on in this rapidly expanding market, and to make certain that you share in this success story, become an annual subscriber at £15.00 (post paid) by sending your remittance (cheques payable to MIDDLE EAST CONSTRUCTION) to Ron Dullage at New World Publishers Ltd., Room 212, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ, or for further advertising details contact Michael Wills, Advertisement Manager, Room 107 at the above address or phone him on 01-643 8040, ext. 4335.

A REMARKABLE WORK OF REFERENCE

THE FINANCIAL TIMES BOOK OF MIDDLE EAST SURVEYS

Published between November 1976 and August 1977 in Europe's leading business newspaper

Twenty Financial Times Surveys on the Middle East have been reprinted and bound into a single volume containing over 200 separate articles.

Written principally by Financial Times journalists, the surveys are factual, objective and topical. Maps and statistical tables complement the extensive editorial coverage. This remarkable reference book contains data and detailed information unobtainable in any other *single* publication. This book will be a great asset to anybody doing, or considering doing, business with the Middle East.

The titles of the surveys as published in the Financial Times and contained in the Middle East Surveys book are:

Bahrain Banking and Finance ☐ Oman ☐ Syria ☐ Sharjah ☐ Turkey ☐ Tunisia ☐ Bahrain ☐ Abu Dhabi ☐ Kuwait ☐ Quatar ☐ Saudi Arabia (parts 1 & 2) ☐ Arab Shipping and Ports ☐ Dubai ☐ Jordan ☐ United Arab Emirates ☐ Algeria ☐ Middle East Banking and Finance ☐ Iran ☐ Egypt ☐ Middle East Construction ☐

The surveys are reproduced in a reduced format measuring 42 cms by 26 cms.

To: **Financial Times, Business Publishing Division, Minster House, Arthur Street, London EC4R 9AX**

Please send..... copies at £20 or US$35 per copy surface mail

☐ Tick box for airmail (add £4 or US$7 per copy)

Name..... Position.....

Address.....

.....

Signed..... Date.....

The Financial Times Ltd., Registered in England No. 227590. Registered Office: Bracken House, 10 Cannon Street, London EC4. Bank Account: Midland Bank, 55 Threadneedle Street, London EC3. Account No. 10957275.

TI1

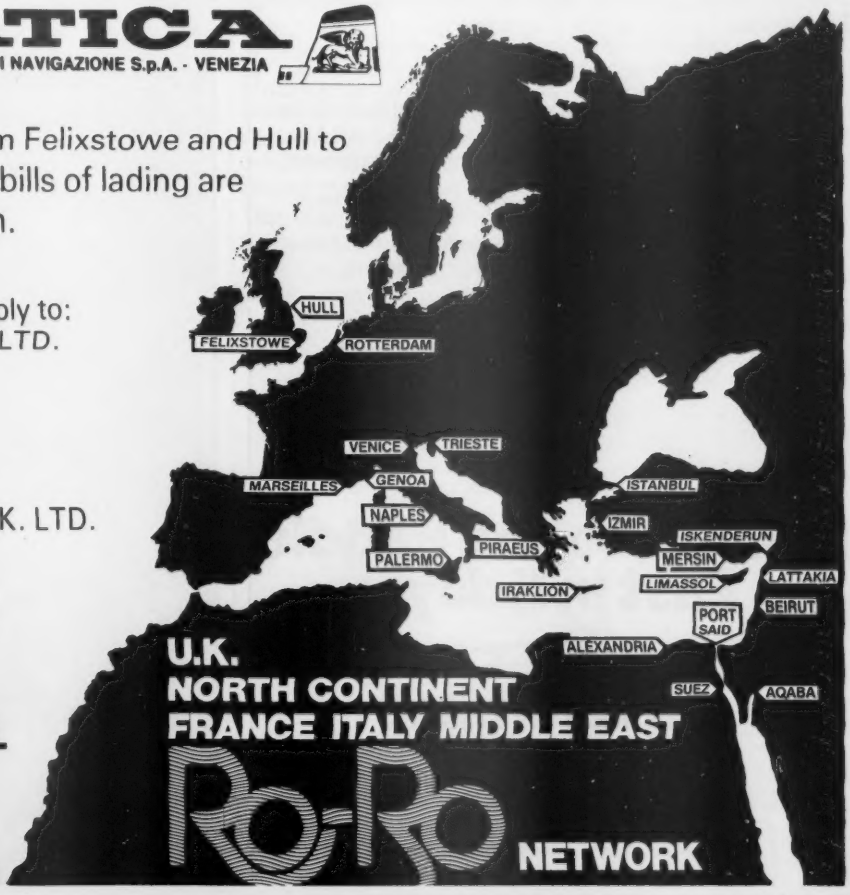
ADRIATICA

DI NAVIGAZIONE S.p.A. - VENEZIA

Three sailings a month from Felixstowe and Hull to the ports shown. Through bills of lading are issued to inland destination.

For bookings & rates please apply to:
CORY BROTHERS SHIPPING LTD.
Powell Duffryn House,
Dock Estate,
Felixstowe, Suffolk.
Tel: 03942 78822 Telex: 98434

WORMS CARGO SERVICE U.K. LTD.
11 Nelson Street,
Hull, Yorks. HUL 1XG
Tel: 0482 24041 Telex: 527548

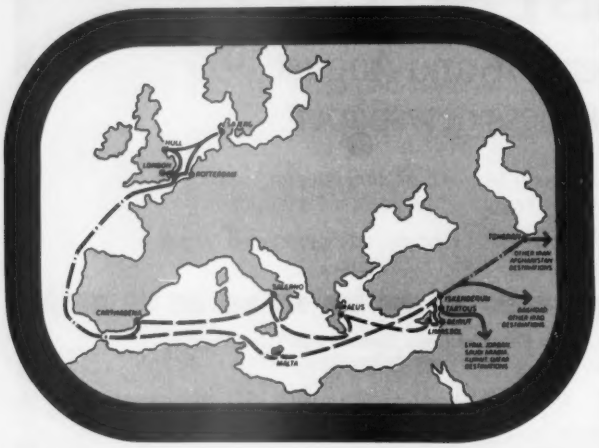


Owners' Representative:

ITALIAN GENERAL SHIPPING Ltd.
158, Fenchurch Street,
LONDON EC3M 6AE
Tel: 01-626 6961 Telex: 886816

Middle East

From the UK East Coast/Continent



Ellerman Prince Container Service

Now you can route your cargo to the Middle East through the ports of London, Hull, Rotterdam and Esbjerg every ten days without fail.
In doing so you will be using a joint container service combining the resources of two British shipping companies with considerable experience of Mediterranean and Middle East trades.
The service proceeds via Malta direct to Iskenderun and Tartous for connecting transportation to Iran, Iraq, Syria, Jordan and Middle East destinations; also Beirut for Lebanon. Ellerman Prince have their own man stationed in Teheran and other "on the spot" personnel will be located in the main marketing centres in the Middle East and Mediterranean.

Sailings are scheduled every ten days from London (Victoria Deep Water Terminal), Hull, Rotterdam and Esbjerg and full or less than container loads will be accepted as follows:

	LONDON	HULL	ROTTERDAM	ESBJERG
MALTA	—	FCL/LCL	FCL	FCL/LCL
PIRAEUS	—	FCL/LCL	FCL	FCL/LCL
LIMASSOL	—	FCL/LCL	FCL	FCL/LCL
BEIRUT	FCL/LCL	FCL/LCL	FCL	FCL/LCL
TARTOUS	FCL	FCL	FCL	FCL
ISKENDERUN	FCL	FCL	FCL	FCL

Also serving Middle East destinations, Iran and Afghanistan
Calls additionally homeward bound at

SALERNO	FCL	For UK/Continent
CARTHAGENA	FCL	For UK/Continent

London to the Middle East in 11 days

Managed by
ELLERMAN CITY LINERS

Enquiries to:
ELLERMAN CITY LINERS
LONDON Tel: 01-283 4311 Bookings 01-283 3965/6/7 Telex: 884771/2 12-20 Camomile Street, EC3A 7EX
BIRMINGHAM Tel: 021-356 8551-3 Telex: 338094 Containerbase (Birmingham) Ltd., College Road, Perry Barr B44 8DR
LIVERPOOL Tel: 051-236 9999 Telex: 629214 & 629185 Tower Building, Water Street, L3 1AL
GLASGOW Tel: 041-221 9971 Telex: 77151 Stock Exchange House, 69 St George's Place, Glasgow G2 1BE
HULL-EWL Tel: 0482 2608 Telex: 52277 P.O. Box 53, Commercial Road, HU1 2SG

PRINCE LINE
LONDON Tel: 01-481 2020 Telex: 888487 52 Leadenhall Street, EC3A 2BJ

Into the Middle East

Middle East? The breakdown of the figures for 1977 (page 10) reveals a number of interesting facts. Over half of total UK exports to the area (51 per cent) went to Saudi Arabia and the Gulf states, which have most of the oil wealth, but only 11 per cent of the population. Only 18 per cent of our exports went to the Near East (including Iraq), which has almost 42 per cent of the population. Eleven per cent went to north Africa with 22 per cent of the population. The only country where exports were relatively more closely aligned with population was Iran with over 25 per cent of the area's population and taking in 1977 about 20 per cent of UK exports to the Middle East. Finally, almost 80 per cent of our exports in 1977 went to the nine major oil-exporting countries with less than 40 per cent of the total population.

The figures also show that our performance in the three former French territories of north Africa is not good, despite the fact that both Algeria and Morocco have populations of reasonable size and Algeria has substantial hydro-carbon reserves and, as we have seen, is planning to spend well over twice as much as Kuwait or Abu Dhabi on its development programme this year.

While UK exports to Oman were again high in 1977 at £173 million, oil production is falling off due to limited oil reserves and future prospects are likely to be less good, even though the Saudis have offered to finance a number of projects. On the other hand, both the Yemens (North and South) registered substantial increases in UK exports in 1977 and (although at £28 million and £23 million respectively) the

A Cunard Arabian Middle East Line container being transported off *Jeddah Crown* in Jeddah using the stern ramp which can rotate 135°.

gross totals are still small, they point to the growth possibilities in non-oil rich countries, where remittances and investments by Arab funds or aid from Arab neighbours, are beginning to have an impact.

Exports to Lebanon – at £49 million – have recovered surprisingly well after the fighting in 1975-76. It is also encouraging that exports to Libya – which is not the easiest of markets – which were up 26 per cent in 1976 – have gone up a further 28 per cent in 1977.

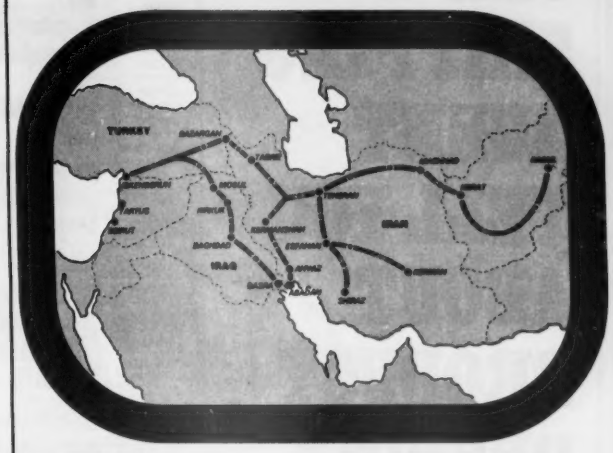
As far as commodities are concerned, food exports registered last year a sharp increase to Saudi Arabia (almost double at £31.5 million), Iran, Kuwait, Oman and Lebanon, but a drop in the case of Egypt, Iraq and Tunisia. Dubai, Iran, Kuwait and Saudi Arabia accounted for the major increases in 'manufactured goods', while these four, plus Oman, also increased their imports from the UK of 'machinery and transport equipment' and 'chemicals'.

Conclusions for UK exporters

There are several conclusions to be drawn from this analysis of Middle East markets. Firstly, while it is inevitable that in the small population oil-exporting countries, such as those in the Gulf, development expenditure, particularly on infrastructure, will level off, the income which these territories are generating, not only from oil but also from their external investments, will continue to grow. It has already begun to find an outlet in neighbouring non-oil rich countries and, since this trend is bound to continue – either through the Arab funds or in the form of bilateral aid, one can look to continuing development activity in the

Middle East

From the UK West Coast



Ellerman Strath Container Service

This is the No. 1 container service every ten days from the United Kingdom West Coast to the Middle East.

The service is jointly promoted by two of the most experienced British shipping companies. Shippers can be assured of regular and reliable sailings, the expedient transit of cargoes and the prompt handling of problems.

The sea-leg is from Ellesmere Port on the UK West Coast via Malta, Greece and Cyprus to the Middle East ports of Beirut, Tartous and Iskenderun. There is an overland distribution network to take cargoes into the inland marketing areas.

This is an important trading area and Ellerman Strath have stationed their own man in Teheran, a policy of direct overseas supervision which is being extended to other important marketing centres.

The service is every ten days out of Ellesmere Port, and the following full and less than container loads will be accepted.

		ELLESMERE PORT
MALTA		FCL/LCL
PIRAEUS		FCL/LCL
LIMASSOL		FCL/LCL
BEIRUT		FCL/LCL
TARTOUS		FCL
ISKENDERUN		FCL
Also serving Middle East destinations, Iran and Afghanistan		
Calls additionally homeward bound at		
SALERNO	FCL	For UK/Continent
CARTHAGENA	FCL	For UK/Continent

Managed by

ELLERMAN CITY LINERS

Enquiries to:

ELLERMAN CITY LINERS

LONDON Tel: 01-283 4311 Bookings 01-283 3965/6/7 Telex: 884771/2 12-20 Camomile Street, EC3A 7EX
BIRMINGHAM Tel: 021-356 8551/3 Telex: 338094 Containerbase (Birmingham) Ltd., College Road, Perry Barr, B44 8DR
LIVERPOOL Tel: 051-236 9999 Telex: 629214 & 629185 Tower Building, Water Street, L3 1AL
GLASGOW Tel: 041-221 9971 Telex: 77151 Stock Exchange House, 69 St. George's Place, G2 1BE
DUBLIN Tel: 0001 778351 Telex: 5194 Henry Gowan (Dublin) Limited, D'Olier Street, 2
BELFAST Tel: 0232 30581 Telex: 74534 G. Heyn & Sons Limited, P.O. Box 108, 10/14 Victoria Street, BT1 3GP

EASTERN LINER SERVICES

LONDON Tel: 01-247 5498 Telex: 884835 Beaufort House, 15 St. Botolph Street, EC3A 7EA
LIVERPOOL Tel: 051-236 5432 Telex: 629491 New Zealand House, Water Street, L2 8TJ
GLASGOW Tel: 041-248 7021 Telex: 77138 Atlantic Chambers, 45 Hope Street, G2 6SA

WHAT CAN A SHIPPING AGENT TELL YOU ABOUT PRODUCT DESIGN?

When it comes to producing for the Middle East, perhaps more than you think.
Shipping costs can be a substantial part of the final selling price – and there is no profit in that for you. Advice from a freighting expert can have a surprising effect on your whole marketing effort.
For example, our recommendations for minor modifications to caravans for construction site living accommodation led to a better utilisation of shipping space. That meant a lower freight charge per unit.
As freight accounted for a substantial proportion of the final selling price the product became more competitive, yet allowed for a higher profit margin.
We cannot promise to produce a similar advantage for every product.
But if it can be done we will do it.

Anchor Global

Anchor Global Transport Ltd
Anchor House, Ferry lane,
The Docks, Felixstowe,
Suffolk 1P11 8QT
Telephone: (03942) 79351
Telex: 987243 & 98670

Depots at London, Birmingham, Liverpool and Bradford

For further details clip this coupon

Name _____

Company _____

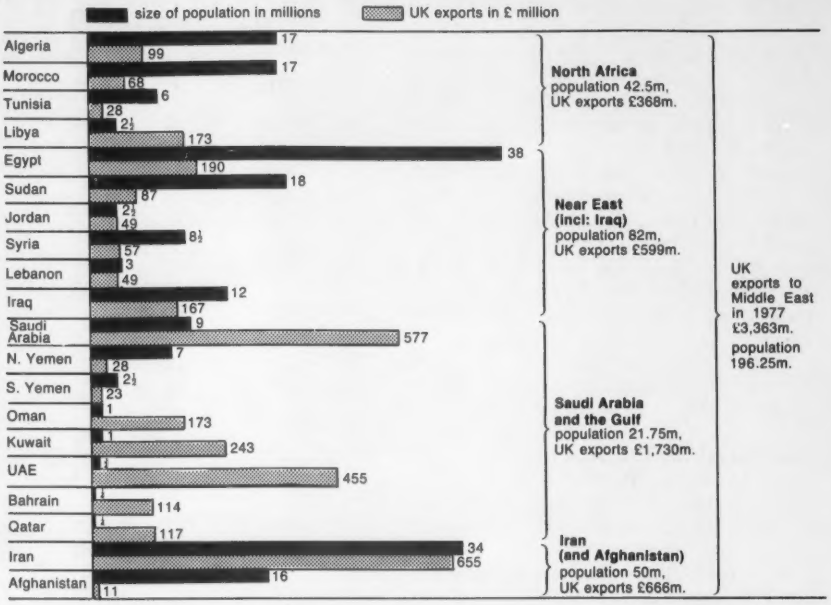
Address _____

_____

_____

Telephone: _____

UK exports to Middle East in 1977 by country and relative to size of population


size of population in millions
UK exports in £ million
Algeria 17 99
Morocco 17 168
Tunisia 6 28
Libya 2½ 173
Egypt 38 190
Sudan 18 87
Jordan 2½ 49
Syria 8½ 57
Lebanon 3 49
Iraq 12 167
Saudi Arabia 9 577
N. Yemen 7 28
S. Yemen 2½ 23
Oman 1 173
Kuwait 1 243
UAE 1 455
Bahrain 1 114
Qatar 1 117
Iran 34 655
Afghanistan 16 11
North Africa population 42.5m, UK exports £368m.
Near East (incl: Iraq) population 82m, UK exports £599m.
Saudi Arabia and the Gulf population 21.75m, UK exports £1,730m.
Iran (and Afghanistan) population 50m, UK exports £666m.
UK exports to Middle East in 1977 £3,363m. population 196.25m.

area as a whole for some considerable time to come.

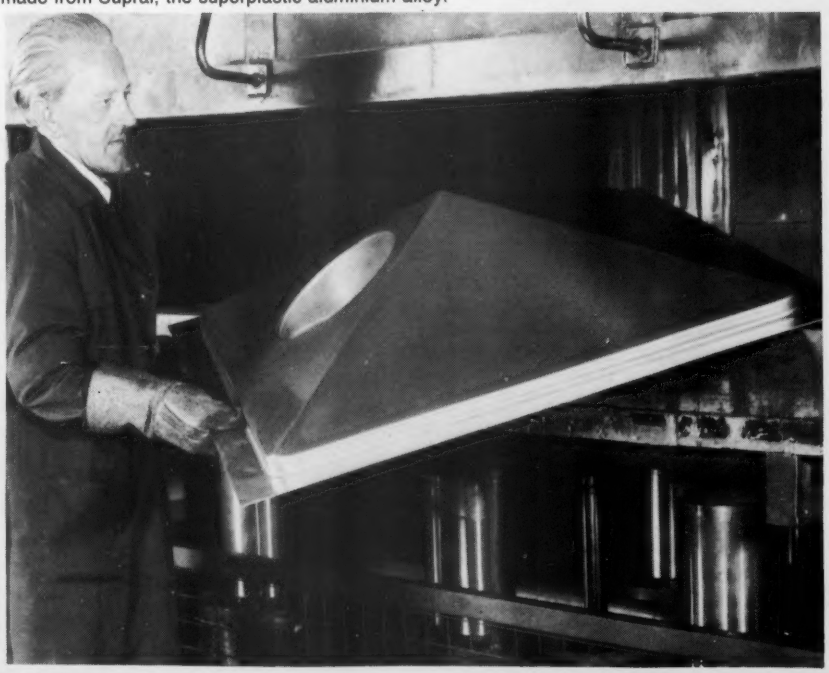
Secondly, in the larger oil countries, in particular Iran, Iraq, and Algeria, the momentum of expenditure will continue to be maintained (subject to the inevitable ups and downs to which any country's economy is prey), since their populations are large enough to realise their programmes for industrial diversification.

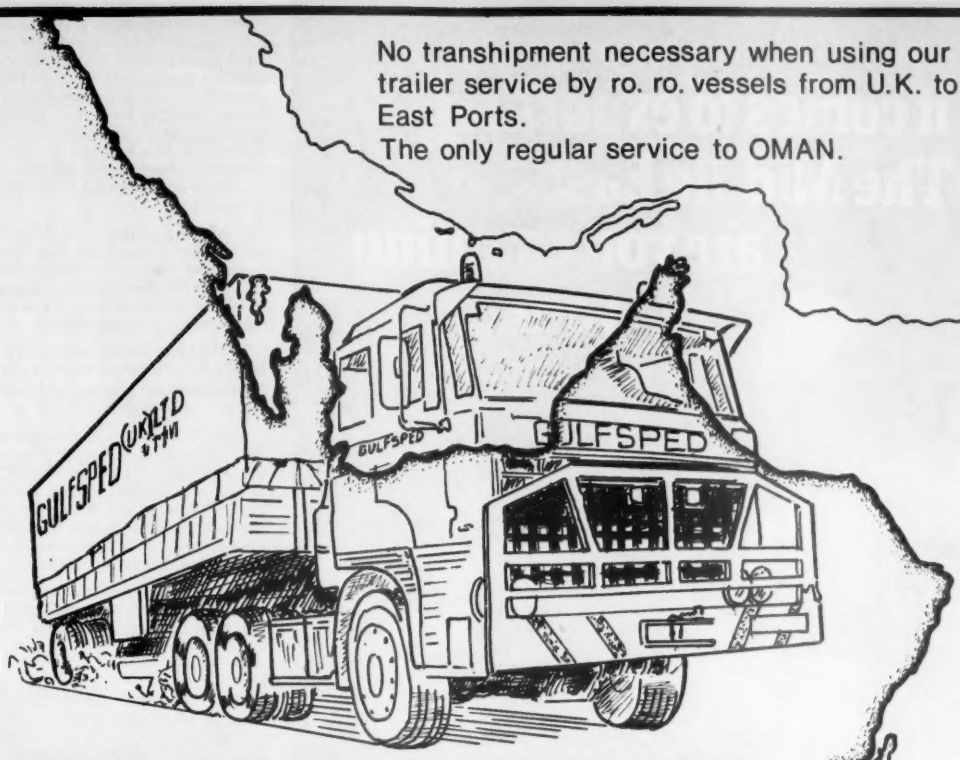
In all countries new priorities in infrastructure spending will emerge; currently these tend to be angled in particular to education, health and housing. Food production is a priority, since this is a major shortcoming of the whole area. The demand for consumer durables is also bound to increase, as living standards go up. There is scope, too, for firms offering servicing or maintenance back-up, areas in which the Middle East generally lacks the necessary skills.

In other words, the opportunities for doing business are bound to develop all the time as Middle Eastern economies continue to grow at a rate which is likely to remain one of the highest in the world. But it is important to anticipate that the nature of that business is bound to change, as demands become more sophisticated and as the setting-up of local industries leads to the substitution of certain categories of imported goods.

Undoubtedly foreign firms which have gone into joint-venture deals with local partners will be better able to anticipate and adapt to these changes. In this context local industrial or development banks, as well as local Arab

Ceiling tile made for a lounge at Abha airport, Saudi Arabia by TI Superform at Worcester. The tile is made from Supral, the superplastic aluminium alloy.





No transhipment necessary when using our regular trailer service by ro. ro. vessels from U.K. to Middle East Ports.
The only regular service to OMAN.

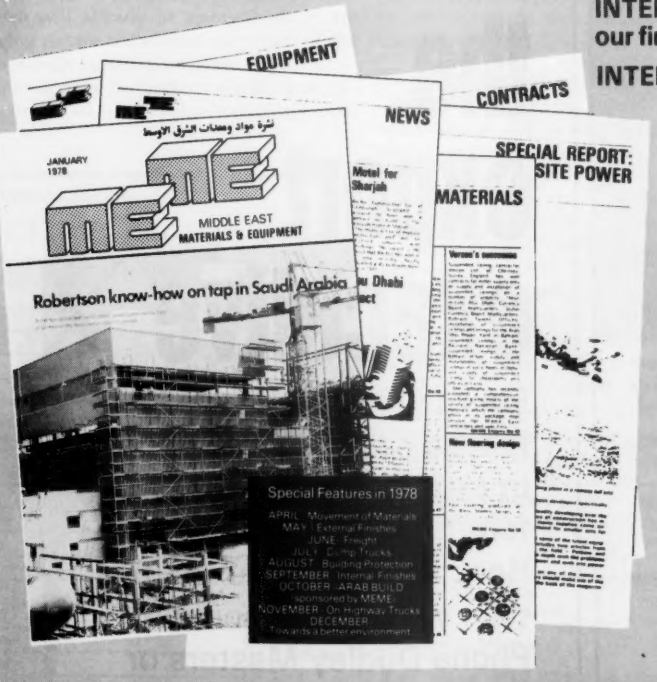
GULFSPED (UK) LTD.

Bournemouth Hurn Airport, Christchurch, Dorset BH23 6DF

Tel. Northbourne (02016) 6644/5 **Telex 417186**

MEME Proving a Powerful New Communicator

Middle East Materials and Equipment serving a growing industry's need for product knowledge - MEME has demonstrated from its 144 page first issue in November '77 that its a winner!



INTERESTING! - Judging by the enquiries to our first issue - our readers think so!

INTERESTED? We are sure you will be, in our unique approach to communicating with the Middle East Buiding and Construction Industry. Unique, because we realise what the busy specifier and buyer wants most - PRODUCT INFORMATION. MEME sets out to provide this, both as a central focus in its features, special reports etc and also comprehensively in two sections MATERIALS and EQUIPMENT.

We are certain that MEME's policy of making 'the product' editorially all-important has generated real interest with our readers. To the advertiser this means a keen interest in his message - in fact our first issue to date has produced 2,568 enquiries - a positive demonstration of MEME's ability to communicate with its market.

For details of advertising opportunities contact Paul Mitchell - Advertisement Manager on Telephone 01-603 4567 Telex 23107.

Middle East Materials and Equipment has a distribution of 7,677 copies, throughout eighteen countries of the Middle East, to buyers and specifiers within Building and Civil Engineering contractors, Importing and Distributing companies, Architectural and Engineering consultancies, Government Departments, State Organisations, Oil companies and large diversified firms and is available on subscription outside the Middle East.

MEME the sponsoring publication for Arabbuild 78, Bahrain.

Sales agents in Korea, Italy, Jordan, Holland, the United States Kuwait and Bahrain.

a BWS Publication
BWS Publishing Limited 4 Addison Bridge Place, Kensington, London W14 98R England.
Publishers of: The Architect, Architectural Building Information Selector, Builder and Decorator, Builders Merchants News, Builders Merchants Information Selector, Decorating Contractor, Heating and Ventileting Information Selector, Plant International, Public Service and Local Government, Q.S. Weekly, West African Materials and Equipment, Middle East Materials and Equipment.

When it comes to exporting to The Middle East are you counting your...

Once you've won that precious export order—or even better when you are still at the negotiation stage—examine your delivery arrangements and transportation requirements. Chances are that your buyer has specified a deadline for delivery. No doubt you're confident you will make it, or at least that you will have the order produced well in advance of that critical date; but don't assume that getting the order to the buyer is the least of your worries, it could turn out to be your biggest headache.

You will need sound advice, accurate costings and detailed forward planning. The kind that is backed by years of experience in the Middle East markets. That's why we believe you should be calling on Astran International—for a number of sound reasons:

We've been specialising solely in The Middle East for nearly 15 years. In fact we pioneered direct overland services to the area back in 1963.

Over the past 2 years we have made a detailed study of the developing transport options available between The UK, Western Europe and The Middle East. We've put men into key areas of The Middle East to follow and assess test shipments by new routes and to develop our own facilities including a vehicle fleet based in The Gulf.

Our Management team has probably got more hard-earned years of Middle East freighting experience than any other company in the UK.

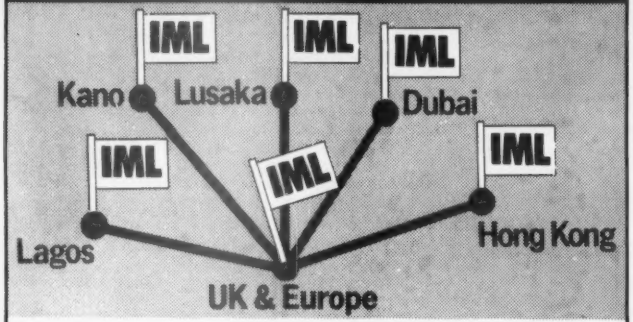
Call our
Export Shipping Department
on West Malling
(0732) 844444

ASTRAN INTERNATIONAL GROUP

At home in The Middle East

Middle East Freight Terminal, Addington, Nr. West Malling, Kent. Tel: (0732) 844444 Telex: 95424

Growing route and branch



IML are growing fast. Already we're about the largest independent air forwarder in the U.K. Now we have made another big step forward with the formation of IML Air Services Gulf – complete with its own clearing and forwarding licence. And an office on Dubai Airport.

From Dubai, the distribution and consolidation centre for the Middle East, IML's Air-Truck services extend into Saudi Arabia and beyond for a door-to-door service throughout the region.

IML teams at both ends of the route ensure a new standard of reliability and control. Yet we offer competitive rates and the most comprehensive services – Charter or Scheduled Air Cargo, Clearing and Forwarding, Air-Truck, Air Courier and Document Services.

Call us. We'll be glad to tell you more. Contact: Mike Ivey in U.K. or Tony Coe in Dubai (Tel: Dubai 282251).

IML **THE HIGH FLYERS**

I.M.L. Air Centre, Windmill Road, Dolphin Estate, Sunbury, Middlesex. Telephone: Sunbury (09327) 85599. Telex: 8811248 (IMLAIR)

Reach the export executive

Four out of five Trade and Industry readers are engaged in exporting. And nine out of ten readers are executives. Reach the export executive with your advertisement. Phone Dudley Masters or Terry Day on 01-242 9478

A British chef takes a look at a pure charcoal grill big enough to roast a whole sheep that the Foresight Manufacturing Co of Birmingham despatched to a banqueting hall in the Middle East towards the end of 1977.

chambers of commerce, are always looking for foreign firms interested in local partnerships, at least in the free-economy countries. Another area of joint-business activity which a number of British firms have already been exploring is through partnerships with other western or Japanese firms, either as a supplier, sub-contractor or consortium partner.

Companies which are well-established in the area will already be aware, both of the changing nature of the local scene and of the new openings for doing business. For the newcomer and, more particularly, for the firm trying to decide whether to enter or not, one cannot emphasise too strongly the need for thorough initial research, both into the various markets and the relative suitability of the product to be sold. Although there is no substitute for direct personal contacts, there is a considerable amount of background information which can be obtained through BOTB's export promotion services and the commercial posts of British embassies, as well as from the appropriate trade associations, chambers of commerce, banks, and export houses.

Note of optimism

The final note should therefore be one of optimism, as far as the future for British exports to the Middle East is concerned. The record so far has been good. As a result of steadily rising exports our trade with the area as a whole, which has been in deficit for so many years as a result of our oil imports, moved at the end to 1977 into a surplus position. But if this position is to be held, that is if this trade is to continue to grow in the face of increasing competition from other manufacturing nations, then the various country and product markets will need to be more intensively studied and developed to keep abreast of the changes which are taking place all the time in the pattern of demand.

UK exports 1977

Major oil exporters

Iran	655
Saudi Arabia	577
UAE	456
Kuwait	243
Oman	173
Libya	173
Iraq	167
Qatar	117
Algeria	99

Total exports £2,658m, total population 76.5m.

Other Middle East countries

Egypt	191
Bahrain	113
Sudan	88
Morocco	68
Syria	59
Jordan	49
Lebanon	49
Tunisia	28
N. Yemen	28
S. Yemen	23
Afghanistan	11

Total exports £705m, total population 118.75m.

Trade and Industry special report published with 10 March 1978 issue

Editorial
Room 439, 1 Victoria Street, London SW1H 0ET
Telephone: 01-215 5730
Advertisement department
13 Great James Street, London WC1
Telephone: 01-242 9478

Subscriptions: HMSO, PO Box 569, London SE1 01-928 6977 ext. 472
© Crown Copyright 1978. Short extracts can be published without specific permission providing that the source is duly acknowledged.

Join the fact finders

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday. Just complete the form below and post to Trade and Industry.

Subscription form

Annual subscription includes postage to any part of the world.

To: Trade and Industry,
Room 439, 1 Victoria Street,
London SW1H 0YZ.
I would like to take out an annual subscription to Trade and Industry

Please invoice me/my company ☐

or

I enclose £30.60 for one year's subscription ☐

or

Charge one year's subscription to my HMSO account number..... ☐

Please tick appropriate square

Signed.....

Copies should be sent to

name

address

To do business in the Middle East, you need to know the right people.

That's where we come in. The National Bank of Abu Dhabi has the resources a businessman needs to trade in the Middle East. Not just finance but the practical, down to earth help business requires to be successful in one of the world's most exciting and fastest growing markets.

If you think we can help you, please contact our Head Office or our Branch in London.

U.A.E. Head Office:
Sheikh Khalifa Street,
Abu Dhabi.
Post Address: P.O. Box
No. 4, Abu Dhabi,
United Arab Emirates.
Cable Address:
Almasraf, Abu Dhabi.
Telex: AH2266 and 2267.

London Branch Office:
90 Bishopsgate,
London EC2N 4AS.
Telephone: 01-626 8961.
Telex: 8812085 Masrafg.
Cables: Masrafcity.

Extensive branch
network in the
United Arab Emirates.

Overseas branches:
Alexandria, Bahrain,
Cairo, Khartoum,
Muscat, Port Said.
To be established:
Amman, Port Sudan,
Sanaa, Tunis.

بنك أبوظبي الوطني

NATIONAL BANK OF ABU DHABI

"The businessman's bank"

Total assets at 31st December 1977 exceed UAE Dh. 14,730,400,000 (£2,000,000,000)

This page gives more businessmen for your money

Trade and Industry has an audited circulation of nearly 14 000. And an estimated readership of over 50 000.*

Our readership survey has shown just how important that circulation is among the people who matter.

Trade and Industry is a unique publication; with its direct access to government information, it presents up-to-date facts and figures which are often unobtainable from any other source. For the people who make the decisions, Trade and Industry is invaluable; it helps to keep them – and their companies – one step ahead. More and more people are reading Trade and Industry. Over 50 000 each week.

Put it on your media schedule and reach the real decision makers.

Ring Dudley Masters or Terry Day on 01-242 9478 and ask them why.

* Audit Bureau of Circulation certified average circulation for 1976: 13 788 copies. Readership survey carried out in April 1976 gives estimated readership of over 50 000.

Trade and Industry: the decision makers' magazine.

The British Bank of the Middle East

A Member of The Hongkong Bank Group

United Kingdom
Near & Middle East
India
Switzerland

Head Office & London Main Office

99 Bishopsgate
London EC2P 2LA
Telephone: 01-638 2366
Telex: 884293

and at

Falcon House Curzon Street
London W1Y 8AA
Telephone: 01-493 8331 Telex: 27544

The Middle East starts here

Right in the middle of London and Manchester, Birmingham, Liverpool, Southampton, Felixstowe, Hull or Glasgow.

This is where Davies Turner's freighting experts are based. Between them they probably move more cargo out of UK to the Middle East than any other British forwarders. So they must be the most experienced.

It's not simply a "take it or leave it" choice of transport. Road, rail, sea, intermodal, conventional, trailer or containerised, groupage or full load are all there for the asking – to virtually everywhere Arabic and Farsi is spoken.

Plus our advice of how to do it – based on 20 years' experience – not guesswork.

Davies Turner

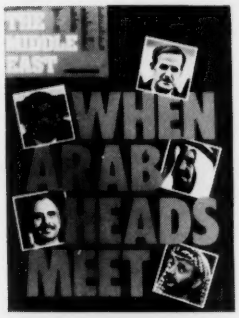
freighting worldwide since 1870

Head office: Spedition House
326 Queenstown Road, London SW8
Tel: 01-622 9361. Telex: 28471

and 381 Takhte Djamshid Avenue
5th floor, Opp. American Embassy
Tehran. Telex: 213016
Telephone: 82-1400 83-1636/7

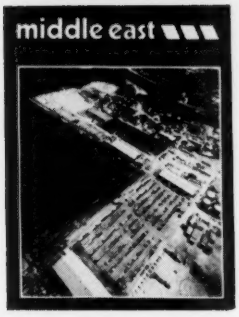
Also at: Birmingham, Felixstowe, Glasgow, Hull, Liverpool, Manchester and Southampton.

Your direct line to Middle East buyers

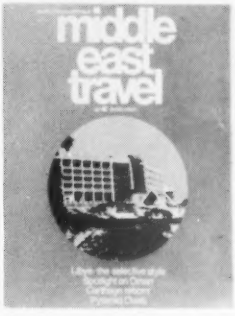


The Middle East
(Monthly – English)
The leading English language publication dealing exclusively with the Middle East. Politics, business, economics, finance and culture.

Al-Iktissad Al-Arabi
(Monthly – Arabic)
The Arab world's business and news magazine. Business, economics, commerce, industry, foreign trade and culture.



Middle East Transport
(Monthly – English)
The only publication that specialises in freight and transport to, from and within the Middle East.



Middle East Travel
(Monthly – English)
The only magazine produced for the tourist and travel industry in the Middle East.

PLUS NEW IC POSTCARD MAILING SERVICE: MIN. 40,000 RECIPIENTS AFRICA AND MIDDLE EAST

Other publications about the Middle East produced by INTERNATIONAL COMMUNICATIONS are:–

THE MIDDLE EAST YEARBOOK
Annual in English. Facts, figures and information for everyone involved in the Middle East.

TRAVELLER'S GUIDE TO THE MIDDLE EAST
Annual in English. Information for the tourist and traveller.

DALIL AL-ALAM AL-ARABI
Annual in Arabic, Facts, figures statistics and information for everyone involved in the Arab World.

JUST COMPLETE THE COUPON BELOW FOR MORE INFORMATION AND A COMPLIMENTARY COPY.

To: Nicholas Evelyn, IC INTERNATIONAL COMMUNICATIONS
Head Office: 63 Long Acre, London WC2E 9JH, England.

Please send me a complimentary copy of
THE MIDDLE EAST ☐
AL-IKTISSAD AL-ARABI ☐
MIDDLE EAST TRAVEL ☐
MIDDLE EAST TRANSPORT ☐

Plus details of advertising in. . . . . (write in publications)

. . . . . .

Name . . . . . Address. . . . . .

. . . . . .

It's a fact ... Gulf Air fly direct from London to the Gulf twice a day, every day.

Twice a day, every day of the week, at standard, easy-to-remember departure times, there are Gulf Air departures from London Heathrow direct to the most important cities of the Gulf. On Wednesday and Thursday, there is an additional departure in the evening. And on every flight you can enjoy the spacious comfort of the TriStar and the five-star quality of Golden Falcon service. Just some of the reasons why discerning travellers choose Gulf Air when flying from London to the Gulf.

GULF AIR ★★★★★ طيران الخليج

GFK

Corner of Piccadilly & Berkeley St., London W1V 9HF. Reservations: Tel: 01-409 1951. Telex: 28591 A/B GFRES G. **Birmingham,** 021-632 5931. **Manchester,** 061-832 9677. **Glasgow,** 041-248 6381 **or contact your local Travel Agent.**
London/Gulf/London services operated in association with British Airways.

Overseas trade country data

Australia

Jewellery and other precious metal-ware. A notice in *Trade and Industry* (22 April and 24 June 1977) reported that a series of dates and locations for the public hearings into the question as to whether assistance should be accorded the production in Australia of jewellery and other precious metal-ware falling within tariff items 71.01 to 71.04, 71.06, 71.09 and 71.16. The Industries Assistance Commission will shortly be releasing a draft report of its inquiry to give interested parties an opportunity to examine and comment on it before final recommendations are made.

As soon as the draft report is available a copy will be sent by the commission to witnesses who gave evidence at any of the public hearings; other interested parties may obtain a copy, on request, from the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600. In order to consider submissions on the draft, the commission will hold a further public hearing at the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra, ACT 2600 commencing at 10.00 am on Monday, 3 April. A copy of any submission should be forwarded to the commission before the public hearing.

Inquiries: CRE 01-215 5319.

Ref. CRE 1730/76

Anti-dumping of lubrication nipples. An application has been received by the Australian government from local manufacturers for anti-dumping action to be taken against the import of lubrication nipples from the UK.

Preliminary inquiries by the Australian government prima facie substantiates the claim by local industry that its sales are being seriously affected by dumped imports from the UK of these goods.

The Australian customs representative in London is being asked to carry out all necessary inquiries to establish tentative normal values of these goods in the UK.

Inquiries: CRE 01-215 5319.

Ref: CRE 36493/2

Light commercial motor vehicles. The Australian government has asked the Industries Assistance Commission to inquire into and report by 25 April on the question as to whether assistance should be accorded the production in Australia of light commercial vehicles, including derivatives of passenger motor vehicles and four-wheel drive vehicles falling under tariff items 87-02-2; 87-02-310 or 87-02-390.

UK firms and trade associations intending to submit evidence at the public hearing, details of which will be announced later, should advise the Industries Assistance Commission immediately at PO Box 80, Canberra ACT 2600. Evidence may be submitted through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4PW, tel 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Ref: CRE 511/78

Inquiries: CRE 01-215 5319

Brassieres. The Australian government has announced a change in its tariffs, whereby the customs duty on CCCN 61.09.190 has been amended to 25 per cent and $2 each, to and including 30 June 1978; and 25 per cent and $1 each from and including 1 July 1978. The change of rates apply to both the general and preferential tariffs.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Travel goods, briefcases, toilet cases, etc. A notice in *Trade and Industry*, 27 January, reported that the Australian government had accepted the Temporary Assistance Authority's recommendation that a temporary additional duty be imposed on imported luggage wef 12 January to apply for 18 months pending a review of the long-term assistance needs of the local industry.

The government has now requested the Industries Assistance Commission (IAC) to inquire into and report on this matter in respect of goods described as follows:

1 Tariff item 42.02.9, not being: golf bags; handbags, whether or not with shoulder straps; and purses, wallets, billfolds or key containers commonly carried in the pocket or handbag;
2 Goods of a kind covered in 1 above to which tariff item 39.07.1 applies.

The IAC has also been requested that pending its report referred to in para. 2 it provides a report by 7 April 1979 on whether temporary additional duties or other measures should apply to the goods which are the subject of this notice after 18 months from the date of the implementation of the additional duty mentioned.

UK firms and trade associations intending to submit evidence at the public hearing, details of which will be announced later, should advise the Industries Assistance Commission, 606 St Kilda Road, Melbourne, VIC 3004. Evidence may be submitted through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 255/1978

Austria

Cheese imports. The *Bundesgesetzblatt* of 31 January 1978 announced that from 1 February 1978 it will be compulsory to produce a certificate of origin for cheese imports.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Brazil

Duty exemption on asbestos fibre. Customs policy council resolution 3079, published in the *Diario Oficial* of 6 January 1978, exempted from import duty a quota of 27 923 tonnes of asbestos fibre, classified under tariff heading 25.24.02.00. The concession is valid until 30 June 1978 and affects the following types of asbestos: Chrysolite with a fibre content of between types 4A and 6D and crocidolite and amosite with a fibre content between types 3K and 4T, all on the Canadian classification.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty exemption on petroleum coke. Customs policy council resolution 3080, published in the *Diario Oficial* of 16 January 1978, exempted from import duty petroleum coke, under tariff heading 27.14.02.00, for a period of one year. Such imports must be made with the prior approval of the Conselho Nacional do Petroleo – CNP. The concession expires on 16 January 1979.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty reduction on low density polyethylene. Customs policy council resolution 3083, published in the *Diario Oficial* of 16 January 1978, reduced the import duty on low density polyethylene, under tariff heading 39.02.02.02, from 45 per cent to 25 per cent for a period of three months, expiring on 31 March 1978.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Refractory products. Customs policy council resolution 3081, published in the *Diario Oficial* of 16 January 1978, established reference prices on crucibles of refractory clay, under tariff heading 69.03.01.02 and

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

refractory covers, under tariff heading 69.03.99.00, of US$73.00/1000 – cif.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reference price on polypropylene resin. Customs policy council resolution 3077, published in the *Diario Oficial* of 6 January 1978, established a reference price on polypropylene resin, under tariff heading 39.02.02.12, of US$677.00/tonne – cif.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

Exchange control regulations. The Chilean Central Bank has introduced changes in the regulations concerning payment for certain imports whose payments terms do not exceed 360 days from the date of shipment.

As from 16 January 1978, commercial banks are not permitted to remit foreign exchange for payment for imports of goods not regarded as raw materials or capital goods and spares and accessories for same, with a due date beyond 180 days from the date of shipment.

Payment for imports of raw materials or capital goods and spares and accessories for same can be freely negotiated between importer and foreign supplier up to a maximum of 360 days from shipment date.

Imports using long-term credit, or any other financial arrangement lasting over a year continue to require prior approval from the Central Bank.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Dominican Republic

Registration of trade marks. Under article 14 of law 1450 of 30 December 1937, there has previously been no publication of trade marks in the Dominican Republic for opposition purposes.

However, in an official notice published on 7 January 1978, and effective from 9 January 1978, the Office of the Secretary of State for Trade and Commerce has introduced an additional requirement which put the onus on all applicants to insert a notice in three consecutive issues of a nationally-circulated publication as soon as an application for registration has been submitted.

Oppositions may then be lodged within 45 days in the case of foreign firms, or 15 days in the case of firms in the Dominican Republic The Office of the Secretary of State will supply the necessary forms and can provide any additional information required.

An unofficial translation of the notice is available for inspection in Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY.

Indonesia

Crepe tape paper. The Indonesian Minister of Finance has announced, with effect from 16 December, 1977 total exemption from import duty and sales tax on the import of crepe tape paper (CCCN 48.15.95) used in packing fertiliser. The import duty and sales tax are now nil.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import of goods used in local industry. The Board of the Bank Indonesia has announced, with effect from 1 January, 1978, provisions to make import of goods needed for local industry easier by utilising foreign financial sources.

The Foreign Exchange Bank will open a letter of credit with time payment conditions (irrevocable use of import letter of credit) when the importer has either obtained a producer/importer recognition identification code to import goods limited to the production needs of the company; or made a request to import specific goods already approved by the Minister of Trade.

The Foreign Exchange Bank will accept a draft drawn up by the seller abroad and they will also fix the amount of the import financial guarantee. The time period of payment must not exceed 180 days after the date of shipment.

Israel

Standard for electric water boilers. The following Israeli standard has been declared official and compliance with it will be compulsory 60 days from 9 February 1978:

IS no. 69.1, March 1971 – Electric water boilers with thermostatic properties and thermal insulation.

The Standards Institute of Israel issues an English translation of the standard and copies may be obtained from the British Standards Institution Library, 2 Park Street, London W1, tel. 01-629 9000, telex 266933.

British exporters requiring technical advice are advised to contact Technical Help To Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel. 0442 3111, telex 82424.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Imports of sugar. Following the recent import liberalisation policy, the Israeli authorities have decided to allow the import of sugar, subject to certain conditions – the main one being that imported sugar must confirm to certain quality requirements.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Lebanon

Customs duty amendments. The Lebanese *Official Gazette*, 6, of 9 February, published details of amendments to the customs tariff in respect of items listed below:

CCCN: 70.04 70.05, 70.06, 70.07, 70.09, 70.17, 73.24, 94.01, 94,03 and 99.06

In addition to the amendments referred to above 'tanks for storing compressed gas' have been transferred from heading 73.22 to heading 73.24 without any change in the duty rate.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Liberia

Import prohibition. Information has been received from the British High Commission that the importation of sugar into Liberia has been prohibited.

The government considers that the sugar produced on Liberian plantations is now sufficient for local needs.

Inquiries: OTAR 01-248 5757 ext. 473.

Libya

Import restrictions. The Libyan authorities have said that the Tibesti car company holds the monopoly for imports of British vehicles. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 462.

Malawi

Customs tariff changes. The government of Malawi have revised the list of duties on a wide range of goods with effect from 1 January 1978. All units of measurement, both for revenue purposes (specific duties) and for statistical purposes, have been changed from imperial to metric.

Inquiries: OTAR 01-248 5757 ext. 471.

Malaysia

Preferential duty rates for Asean countries. The Malaysian government has passed the 41 Customs Duties (Exemption) (Goods of Asean Countries Origin) Order, 1977 which came into force on 1 January, 1978. Certain goods originating from Asean countries (Indonesia, Philippines, Singapore, Thailand, Malaysia) will be wholly or partially exempted from payment of import duty.

The exemptions will only apply where:
1 The goods have been wholly produced or obtained in the exporting Asean country, or,
2 The total value of materials, parts or produce originating from non-Asean countries does not exceed 50 per cent of the fob value of the goods and the final process is to be carried out in the exporting Asean country.

The goods must be accompanied by a specified certificate of origin issued by the government authorities of the exporting Asean country. The goods involved are CCCN 01.02.110, 190, 910 and 990 – buffaloes and other animals, 03.02.320 – shark's fins, 07.01.100 and 310 – vegetables fresh or chilled, 19.03.000 – vermicelli and noodles made from rice, 21.02.100 – coffee extracts, 25.01.900 – common salt, 25.20.100 – gypsum, 28.42.100 – soda ash, 59.04.400 – cord of manila hemp, 84.51.110, 190, 210 – typewriters.

Inquiries: 01-248 5757 ext. 469/401/468.

Malta

Import licensing. The Malta *Government Gazette* of 21 February 1978 carried legal notice 23 of 1978. This announced with immediate effect that:

1 The items 'Buttons other than those made wholly of leather and shell buttons'; 'electric wiring accessories' and 'shoulder pads made of wadding' would be deleted from the list of goods requiring an import licence.
2 Tinned or cooked ham would be added to the list of items requiring an import licence.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Import licensing. The Malta *Government Gazette* of 10 February 1978 carried legal notice, 19, of 1978. This announced with immediate effect that all salts (sodium chloride) would be added to the list of items requiring an import licence (previously only salt which was not in small packets or containers required an import licence).

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Nigeria

Immigration. The passports and entry permits section of the Nigerian High Commission has moved to 56 to 57 Fleet Street, London, EC4. The new telephone number is 01-353 1637.

Inquiries: CRE 01-215 3064.

Norway

Food additives. The 1978 list of approved food additives has been received. Unofficial translations of the regulations are available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Pakistan

Metrication. The following information has been received from the British embassy in Islamabad.

Although legal requirements provide for the introduction of metric system of weights and measures with effect from 1 January 1978 this requirement is not being rigidly enforced and in practice is being introduced at different times by major organisations in trade and industry. Pakistan customs, however, are now adhering to the law. The customs tariff has been fully converted to the metric system and Pakistan customs expect invoices and all documentation to be expressed in metric form.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 420/475/7062.

Portugal

Import quotas. Portuguese *Diario da Republica*, 302, ninth supplement, of 31 December 1977, announced the imposition of import quotas for goods falling under the following tariff headings for the quarter ending 31 March 1978:

08.01, 09.01, 39.07.03/04/05, 73.36, 84.15.02, 84.17.01, ex 84.19.01, ex 84.40.03, 84.41.01, 85.03.01 85.06.01 and 85.06.02

The Directorate-General for External Trade or its branches will allocate the quotas to importers, who are free to purchase their established quota from any source. 10 per cent of each overall quota will be reserved for allocation to importers who did not import the products covered by the quota system in 1975 and 1976 or 1977. If goods imported under these quotas are used in the manufacture in Portugal of articles which are then exported back to the foreign supplier, the quota may be increased by the value of national content incorporated in the article.

Inquiries: OTAR 01-248 5757 ext. 460.

Sierra Leone

Importation of vehicles. Government notice, 76, published in the Sierra Leone *Gazette* of 2 February 1978 stated that with immediate effect no new brands of vehicles should be imported into the country for commercial purposes without the prior written approval of the Ministry of Trade and Industry. This decision has been influenced by a very careful examination of repeated representations from the public regarding inadequate arrangements made by garage operators and importers for spare parts, garage facilities, and related after-sale services.

Consideration is also being given to the possibility of reviewing the facilities offered and arrangements made by garage operators and importers of already established brands of motor vehicles.

Inquiries: OTAR 01-248 5757 ext. 473.

South Africa

Tariff application. Customs tariff application list no. 6/78, published in the South African *Government Gazette* of 3 March 1978, contains an application to the Board of Trade and Industries for increase in duty on:

1 a Wrought plates, sheets and strip, of copper, classifiable under tariff heading 74.04;
  b Copper foil (whether or not embossed, cut to shape, perforated, printed or backed with paper or other reinforcing material), of a thickness (excluding any backing) not exceeding 0.15 mm, classifiable under tarif heading 74.05.
2 Bonded fibre fabrics, bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated, classifiable under tariff heading 59.03.
3 a Mineral or chemical fertilisers, nitrogenous, classifiable under tariff heading 31.02;
  b Mineral or chemical fertilisers, phosphatic, classifiable under tariff heading 31.03;
  c Other fertilisers:
    i Packed for retail sale or in tablets, lozenges and similar prepared forms, classifiable under tariff subheading 31.05.10;
    ii Other, classifiable under tariff subheading 31.05.90

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Inquiries: CRE 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 10 February 1978:

R.218 CCCN 85.08, 87.01, 87.02 and 87.04. Specific provision is made for ignition coils and the rate of duty on those identifiable for use solely or principally with motor vehicles (excluding motor cycles), including those imported as original equipment with unassembled motor vehicles and chassis falling within subheadings 87.01.60, 87.02.15, 87.02.22, 87.02.24, 87.02.60, 87.02.70, 87.04.20 and 87.04.25, is amended to 20 per cent or 75c each.

INDUSTRIAL REBATES

R.219 Item 306.01. CCCN 15.10 and 29.04. The effect of this amendment is that the provision for a rebate of duty on heptyl, octyl, nonyl and decyl alcohols for the manufacture of phthalic acid esters is replaced by a provision for a rebate of duty on mixed aliphatic alcohols for the manufacture of phthalic acid esters. Extent of rebate is full duty.

R.220 Item 315.07. CCCN 76.03. Provision is made for a rebate of the full duty on certain coiled wrought plates and strip of aluminium, for the manufacture of coiled plates and strip of a thickness exceeding 0.2 mm but not exceeding 0.46 mm.

R.221 Item 316.13. CCCN 85.08. The provision for a rebate of duty on ignition coils for the manufacture of internal combustion piston engines, is withdrawn.

SALES DUTY

R.243 Item 147.00. The effect of this amendment is that the rate of sales duty on passenger vehicles with a seating capacity of not less than 10 seats and not exceeding 20 seats with a value for sales duty purposes exceeding R.4450 but not exceeding R.4750 is decreased from 20.5 per cent to 12.5 per cent.

Inquiries: OTAR 01-248 5757 ext. 471/472/462/473.

Spain

Tariff heading subsections. The Spanish *State Gazette* of 17 February published royal decree 172/1978 of the Ministry of Commerce, altering tariff heading subsections of CCCN 97.03 as follows:

CCCN 97.03 C and 97.03 D become 97.03 D and E with no alteration to test or duties.
CCCN 97.03 G now reads:

CCCN/Description	Import duty	Compensation tax	Licensing
97.03 C Rubber balloons (inflatable)	30%	11%	CG

These alterations became effective on 17 February 1978.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Sri Lanka

Import documentation. The British High Commission in Colombo has advised that a certificate of origin is no longer required: a declaration of country of origin on the commercial invoice is sufficient.

A revised note on the documentation requirements for goods imported into Sri Lanka is available on request to British exporters from OTAR.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Import duty changes. The Sri Lankan government has announced various import duty changes effective from midnight, 8 February 1978. The amendments, which are mainly decreases, are as follows:

CCCN/Description	General rate of duty
32.09 B	
1 Wire enamel as certified by Ministry of Industries	5%
2 Other	50%
49.10	
Calendars	100% or Rs 5/- per unit
58.05	
Narrow woven fabrics	25%
73.13 E	
1 Galvanised	12½%
2 Other	5%
74.19	
Other articles of copper:	
D Other:	
1 Swivels	25%
2 Other	100%
84.15	
1 Refrigerators of household type	75%
2 Deep-freezers of household type	75%
87.06	
1 Shock absorber piston assembly	25%
2 Other	50%

No further details are available.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Thailand

Drugs and medicines. The Thai Ministry of Public Health has issued notice 8 (1977), which comes into effect on 30 April 1978, whereby those medicines and drugs listed below must carry the warnings and cautions given below:

1 Substances containing substances causing harmful effects as secobarbital, amobarbital, cyclobarbital, pentobarbital, metaqualone, barbital, ethquavinol, ethinamate, methylphenobarbital, methiprilon or phenobarbital, as mixing ingredients must have caution inscribed as follows:
- 1 This type of substance causes physical effects of sleepiness, persons taking such drugs are advised to avoid driving vehicles or working with machinery when taking or under the effects of such drugs;
- 2 Drinking alcoholic beverages is prohibited or any beverages or medicine containing the ingredients of such substance;
- 3 Persons with illness caused by intestine or liver troubles, are advised to use such drugs with caution.

2 Drugs containing substance causing harmful effects as mebrobamate as mixing ingredients, must have the following cautions:
- 1 Women in their first three months of pregnancy should avoid using such substance as classified;
- 2 This type of substance may cause a sleepy effect, persons taking such drugs are advised to avoid driving vehicles or working with machinery when taking or when under the effect of such drugs;
- 3 Alcoholic drinks are prohibited, or other beverages or medicine containing the ingredients of such drugs.

3 Drugs containing substances causing harmful effects as amidopyrine or diprone as a mixing component must have the following warning and caution inscribed:

Warning. May cause dangerously harmful effects caused by the lack of the white corpuscle.

Caution
1 Persons frequently using such drug should receive periodical physical examination for checking of the white corpuscle;
2 If using such drugs causes high fever, feeling cold, sore-throats, head-aches, muscle-aches or joint-aches then immediately stop using the drug and promptly confide with physician;
3 Persons suffering from an ulcer in the liver are advised not to use this drug.

4 Drugs containing substances causing harmful effects as phenacetin as an ingredient or component must have the following caution inscribed:
- 1 Children under the age of six years are forbidden to take such drugs;
- 2 If used for a prolonged period of time, may cause harmful effects to the kidneys.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

United States

Food ingredient: stannous chloride. The *Federal Register*, 14 February 1978, published a rule proposed by the FDA to affirm stannous chloride to be generally recognised as safe as a direct food ingredient. Written comments (five copies) by 17 April 1978 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville MD 20857. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Gas fired heaters. The *Federal Register* dated 14 February 1978 published a rule proposed by the CPSC to ban unvented gas fired heaters due to be discharge of carbon monoxide into the living space. Written comments (five copies) by 31 March 1978 to Consumer Product Safety Commission, Washington DC 20207.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Commercial motor vehicles. The *Federal Register* dated 15 February 1978 published a rule proposed by the Federal Highway Administration to require trucks and tractors manufactured after 1 January 1981 to be equipped with step, deck and handhold requirements. Written comments (three copies) by 16 May 1978 to Room 3402 Federal Highway Administration, Department of Transportation, 400 Seventh Street SW, Washington DC 20590.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Lighting equipment on motor vehicles. The *Federal Register* dated 23 Februray 1978 published a rule proposed by the National Highway Traffic Safety Administration to increase the candlepower of motor vehicle headlighting systems. Written comments (10 copies) by 10 April 1978 to National Highway Traffic Safety Administration, Room 5108, 400 Seventh Street SW, Washington DC 20590.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Motor vehicles: Fuel economy. The *Federal Register* dated 16 February 1978 published details of a rule proposed by the Environmental Protection Agency to augment alternative means for imparting fuel economy information to the public for 1979 and later model motor vehicles. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/732.

Cosmetic colour. The *Federal Register* dated 17 February 1978 published a rule by the Food and Drugs Administration confirming the use of ferric ammonium ferrocyanide as being safe in externally applied cosmetics in amounts consistent with good manufacturing practice. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/732.

Ultrasonic therapy products. The *Federal Register* dated 17 February 1978 published a final rule by the Food and Drugs Administration prescribing a radiation safety performance standard for ultrasonic therapy products for use in physical therapy. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/732.

Import of speciality steels under quota. Import statistics in pounds weight for the following products with quotas still open as at 24 February 1978.

Sheets and strips of stainless steel (item 923.20)	Quota filled
Plates of stainless steel (item 923.21)	4 637 861
Bars of stainless steel (item 923.22)	Quota filled

Inquiries: CRE 01-215 5629.

You need to keep ahead

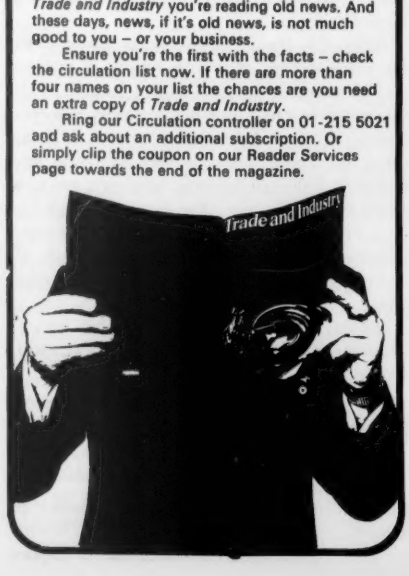
If you are in business you need to know the facts.

Every Friday, *Trade and Industry* brings you up-to-date information. It can help you keep ahead.

If you're not reading the current copy of *Trade and Industry* you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of *Trade and Industry*.

Ring our Circulation controller on 01-215 5021 and ask about an additional subscription. Or simply clip the coupon on our Reader Services page towards the end of the magazine.



HONG KONG £339

That's right! From £339 – 16½ hours – shortest flying time. Business or pleasure, anytime of year, our regular Boeing 707 charter flights give you a fast, economical and reliable journey.
As for that important link flight, we offer an economical service from Hong Kong to Manila, Tokyo, Bangkok, Taipei and Seoul.
So if you need to make a trip to the Far East, remember FETC give it to you for far less.

ATOL 180 BC

For further information, contact:
Miss A. Buck, FETC, 35 Piccadilly, London, W.1. Tel: 01-734 9318

FETC
FAR EAST TRAVEL CENTRE

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of partner hunting and negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services, which also include market research.

G. INOUYE, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco). Cables: Raydenco, TOKYO

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs
Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover
Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621

TRACK DOWN NEW TRENDS. GRASP NEW OPPORTUNITIES. FIND NEW SOLUTIONS.

AT THE HANOVER FAIR '78

24 international sectors with a total of over 5,000 exhibitors will present a display of unique depth. Contact us today for your Fair Planner detailing participating product groups and conference programme.

Inclusive tours are available from **£111** per person. Day tours from Luton or Gatwick at **£69** per person.

Please telephone or write to UK and Eire official agent for visitors, Kuoni Travel Ltd.

Hanover Fair '78
Wednesday, 19th April – Thursday, 27th April.

Kuoni Travel Ltd. 33, Maddox Street
London W1R 9LD · ☎ 01-499-8861
Telex: 27284 · KUONITOURS
Trade Fairs are our business.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			18,401	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,057	279	778
1972	104.2	34,542	9,797	1,739	2,071	34	−145	48	15	107	−701	808
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−910	−2,354	1,444
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,538	−5,195	1,657
1975	107.9	35,257	10,062	1,745	2,034	−743	−429	−111	−65	−1,649	−3,205	1,556
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,166	−3,510	2,344
1977		35,147		1,761	2,075		137 p	107 p	17 p	109	−1,607	1,716
1976 1st qtr.	110 2	8,829	2,489	405	471	44	0	26	33	−70	−543	473
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−352	−909	557
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−399	−1,097	698
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−345	−961	616
1977 1st qtr.	109.8	8,761	2,248	420	507	155	125	51	102	−535	−949	414
2nd qtr.	110.0	8,665	2,231	432	509	235	164	39	−5	−351	−769	418
3rd qtr.	109.9	8,796	2,262	454	527	−81	−31	5	−44	495	−46	449
4th qtr.		8,925 pe		454 p	531 p		−21 p	12 p	−36 p	500	65	435 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.3	+1.7	−2.8	+6.6	+4.1							
on a year earlier	+0.2	−0.3	−7.6	+7.1	+4.3							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1975 19,462	1975 22,667
1971	100.3	99.4	100.0	108.5	80.0	9.4	104.6	109.0	119.4	775.8	3.4	130.9	84.6	83.3
1972	102.5	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.8	854.9	3.7	147.3	84.5	92.4
1973	109.9	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.6	611.0	2.6	307.0	96.8	105.6
1974	106.9	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	101.5	102.2	106.7	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	100.0	100.0
1976	102.0	103.1	106.5	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8[1]	5.4[1]	120.4[1]	109.9	105.5
1977	102.3	103.6	103.6	107.1	182.0	15.8	340.1 p	261.7 p	288.5	1,378.1	5.8	155.6[1]	118.9	107.0
1977 1st qtr.	103.3	105.3	103.3	104	174.1	16.5	341.5	248.0	280.2	1,329.5	5.6	..	115.7	109.1
2nd qtr.	102.0	102.9	102.5	103	181.9	17.4	347.7	259.2	285.2	1,340.6	5.6	157.7	117.9	109.8
3rd qtr.	102.5	103.6	104.3	112	184.7	16.5	340.5	267.7	288.4	1,414.6	5.9	151.9	124.2	106.4
4th qtr	101.5 p	102.5 p	104.4	110	187.4	13.1	330.6 p	272.1 p	300.3 p	1,427.8	6.0	160.1	117.9	102.7
1977 Feb.	103.2	105.3	104.0	113	174.1	16.2	339.5	248.2	278.7	1,330.0	5.6	148.8	115.2	103.4
Mar.	103.3	105.5	101.1	104	175.8	16.7	347.2	250.8	283.8	1,328.5	5.6	154.0	116.5	107.0
Apr.	102.4	103.5	102.3	106	180.3	17.5	349.7	255.4	283.1	1,333.8	5.6	155.5	116.1	105.3
May	103.6	105.1	103.2	108	181.7	17.1	348.3	259.8	286.2	1,323.8	5.5	159.4	115.9	109.6
June	100.1	100.1	102.1	95	183.6	17.7	345.2	262.4	286.2	1,364.3	5.7	158.1	121.8	114.5
July	102.6	104.2	104.8	113	183.8	17.6	344.5	265.8	286.5	1,398.5	5.9	155.2	123.2	110.4
Aug.	102.6	103.3	104.7	116	184.7	16.5	338.8	268.1	288.7	1,410.3	5.9	153.4	123.4	101.3
Sept.	102.4	103.3	103.5	107	185.7	15.6	338.1	269.2	290.1	1,434.9	6.0	147.2	125.9	107.5
Oct.	101.1	102.2	102.7	116	186.5	14.1	333.8	271.0	294.6	1,431.5	6.0	156.0	119.6	101.4
Nov.	101.3	101.9	103.1	108	187.4	13.0	329.9	272.0	300.1	1,429.6	6.0	159.4	115.2	98.5
Dec.	102.1 p	103.3 p	106.9	104	188.4	12.1	328.0	273.3	306.1 p	1,422.3	6.0	165 0	118.9	108.1
1978 Jan.			104.9	125	189.5	9.9	324.9 p	277.0 p		1,419.2	5.9	180.3	112.7 p	114.4 p
Feb.							323.3 p	279.2 p		1,409.0 p	5.9	187.0 p		
% change latest 3 months														
on prev. 3 months	−0.9	−1.1	+1.4	−0.6	+1.5		−2.6	+2.1	+4.1	−1.1			−6	+3¼
on a year earlier	−1.4	−1.9	−0.3	+3.7	+11.7		−3.1	+13.6	+10.1	+6.8			+1¼	−3

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Capital expenditure of the manufacturing, distributive and service industries: adoption of new price indices and provisional fourth quarter results

New price indices

The figures of the volume of investment by these industries, published with a provisional estimate for the fourth quarter of 1977 by press notice on 23 February, have been replaced by improved series as a result of the adoption of some new price indices. Previously expenditure on new building work was deflated to constant price, that is volume, terms by the use of the index of the cost of new construction (CNC) calculated by the Department of the Environment (DoE). The Department of the Environment in publishing on 8 March the latest current price and volume indicators of the output of the construction industry reported the use of its newly developed price indices.

The new, improved, price indices replace the single CNC index which is based on current costs of materials and labour but was being used as a proxy for prices for all types of new building work. The increase in information available about tender prices has made it possible to produce new and more appropriate deflators described as 'outturn tender price indices'. Separate deflators are now calculated for five different types of work. Further information on the new price indices will be provided on application to the Statistics Construction Division of DoE.

Table 1 Fixed capital expenditure at 1970 prices seasonally adjusted of manufacturing, distributive and service industries £ million

		Analysis by industrial sectors			Analysis by type of asset		
Period	Total	Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1966	3 228	1 774	1 334	120	938	556	1 733
1967	3 314	1 738	1 407	170	939	603	1 772
1968	3 703 (3,615)[1]	1 851 (1 800)[1]	1 561 (1 554)[1]	290 (260)[1]	963	759 (729)[1]	1 980 (1 922)[1]
1969	3 893 (3 981)[1]	1 978 (2 029)[1]	1 683 (1 690)[1]	233 (263)[1]	1 044	728 (758)[1]	2 120 (2 178)[1]
1970	4 294	2 130	1 799	364	1 063	859	2 372
1971	4 274	1 988	1 922	364	1 102	833	2 338
1972	4 237	1 721	2 035	482	989	1 018	2 230
1973	4 605	1 730	2 377	498	1 032	1 124	2 449
1974	4 679	1 964	2 300	415	1 033	1 058	2 589
1975	3 956	1 695	1 921	340	844	841	2 272
1976	3 735	1 633	1 900	202	769	782	2 184
1977	4 071	1 762	2 067	242	773	901	2 398
1971							
1st qtr	1 052	513	468	71	276	186	590
2nd	1 079	498	477	104	273	225	581
3rd	1 089	498	491	100	276	218	595
4th	1 054	479	487	89	277	205	572
1972							
1st qtr	1 044	455	481	109	251	230	563
2nd	1 064	425	512	128	249	259	557
3rd	1 041	421	512	108	241	249	551
4th	1 088	421	530	137	249	280	559
1973							
1st qtr	1 180	435	588	157	265	310	604
2nd	1 105	417	588	101	257	251	597
3rd	1 128	450	585	93	263	254	611
4th	1 193	429	617	148	247	310	636
1974							
1st qtr	1 189	497	617	75	276	242	670
2nd	1 163	488	578	97	259	258	646
3rd	1 163	487	555	121	253	280	629
4th	1 165	493	551	121	244	277	644
1975							
1st qtr	1 040	456	482	102	223	235	581
2nd	1 011	433	484	95	219	215	577
3rd	978	409	486	82	205	203	569
4th	928	398	469	61	197	187	544
1976							
1st qtr	908	397	448	64	190	194	525
2nd	895	400	468	27	190	173	532
3rd	976	414	488	74	195	227	554
4th	955	422	496	37	194	188	574
1977							
1st qtr	988	418	501	69	184	226	579
2nd	996	433	507	57	188	224	585
3rd	1 042	456	529	58	202	230	610
4th	1 044	455	531	59	199	221	624

The figures given above cover a wide sector of the economy, accounting – after exclusion of dwellings – for some 48 per cent of all UK gross domestic fixed capital formation in 1976. The scope of manufacturing and the distributive and service industries is defined in the notes at the end of the article, and falls very largely in the private sector of the economy, although some public sector elements are included as appropriate (notably the British Steel Corporation, in manufacturing industry). Exploration and development work in the North Sea (order II) is excluded.

[1] After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968: estimated at £51 million for manufacturing industry, £7 million for distributive and service industries, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

The Department of Industry has discontinued the use of the CNC index and adopted the two most appropriate of the new price indices for the deflation of expenditure on new building work by manufacturing industry and the distributive and service industries from the first quarter of 1970. The revised constant price series are given in the accompanying tables (which also incorporate the consequent amendments in seasonal adjustment). An indication of the effect of the revisions for new building work on the estimates of total capital expenditure is given by the following year-to-year percentage changes on the old and new bases:

TOTAL FIXED CAPITAL EXPENDITURE AT 1970 PRICES (ALL ASSETS)

	Percentage change from previous year			
Year	Manufacturing industry		Distributive and service industries (excluding shipping)	
	Previous	Revised	Previous	Revised
1971	−7	−7	+7	+7
1972	−13	−13	+7	+6
1973	+1	+1	+17	+17
1974	+16	+14	—	−3
1975	−14	−14	−16	−16
1976	−5	−4	−3	−1
1977	+6	+8	+5	+9

Provisional fourth quarter results

General comment

The volume of investment in manufacturing industry in the fourth quarter of 1977 is provisionally estimated to be at about the level of the previous quarter when a sharp increase occurred: there was a 7 per cent increase between the first and second halves of the year. A small rise in the fourth quarter is provisionally estimated for the distributive and service industries (other than shipping).

Manufacturing industry

Capital expenditure by manufacturing industry in the fourth quarter of 1977 is provisionally estimated at £455 million at 1970 prices seasonally adjusted, and is practically unchanged from the level in the third quarter. With investment on a rising trend from the first quarter of 1976 the total for 1977, at 1970 prices, of £1,762 million was 8 per cent higher than in 1976. There were increases over 1976 in investment in each of the three assets: new building work, plant and machinery, and vehicles.

Distributive and service industries (excluding shipping)

The provisional estimate of the capital expenditure of the distributive and service industries (excluding shipping) in the fourth quarter of 1977 is about £531 million, at 1970 prices, seasonally adjusted. This is some £2 million higher than the result for the previous quarter. The provisional outcome for investment by these industries in 1977 is therefore about £2,067 million, which is

Table 2 Fixed capital expenditure of manufacturing industry at 1970 prices seasonally adjusted

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food, drink and tobacco	Coal and petroleum products	Chemicals	Iron and steel [1]	Non-ferrous metals [1]	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1970	2 129.8	246.4	82.8	382.3	154.8	101.6	422.3	233.4	170.9	134.2	201.1	391.2	114.7	1 623.9
1971	1 988.0	247.9	118.4	333.4	228.5	67.1	373.9	148.9	144.4	110.5	215.0	353.0	114.8	1 520.2
1972	1 720.8	253.9	100.3	238.1	213.6	39.3	340.4	98.0	119.2	100.6	217.4	287.1	123.3	1 310.4
1973	1 730.3	263.5	39.2	180.8	167.9	30.9	391.0	138.4	168.8	112.8	237.0	266.7	130.6	1 333.0
1974	1 964.4	285.8	42.6	216.0	204.0	38.8	463.9	155.0	183.6	129.5	245.2	295.0	140.2	1 529.2
1975	1 694.9	221.9	50.5	263.9	233.8	33.2	370.6	123.2	127.0	102.5	168.3	252.8	105.4	1 336.7
1976	1 632.8	215.0	51.6	262.8	259.5	21.2	341.0	130.3	95.4	85.4	170.6	213.8	121.3	1 297.7
1977	1 761.6											229.0	149.2	1 383.4
1971 1st qtr	513.3	62.6	26.0	88.8	51.0	21.4	103.3	40.3	40.9	28.1	51.1	90.4	28.0	394.9
2nd	498.0	60.6	26.6	78.6	52.9	18.5	96.2	40.6	39.6	29.2	55.2	89.1	29.0	379.9
3rd	498.0	62.8	31.7	84.6	60.1	16.7	91.1	36.4	32.2	27.1	55.3	86.0	28.6	383.4
4th	478.7	61.9	34.1	81.6	64.5	10.5	83.3	31.6	31.7	26.1	53.4	87.5	29.2	362.0
1972 1st qtr	454.6	58.9	30.9	68.9	73.7	9.5	81.7	26.0	26.0	22.0	57.0	76.4	28.1	350.1
2nd	424.7	61.2	26.6	62.3	50.1	11.7	80.5	23.2	30.1	25.4	53.6	73.2	29.5	322.0
3rd	420.5	67.1	22.2	56.8	44.7	8.4	87.7	23.2	30.1	26.3	54.0	71.8	32.1	316.6
4th	421.0	66.7	20.6	50.1	45.1	9.7	90.5	25.6	33.0	26.9	52.8	65.7	33.6	321.7
1973 1st qtr	435.0	70.2	17.8	47.3	47.1	7.8	91.5	31.8	38.2	28.8	54.5	64.6	33.1	337.3
2nd	416.7	59.4	17.9	46.4	30.8	6.8	97.3	32.9	38.9	27.9	58.4	64.1	31.3	321.3
3rd	449.6	63.9	13.9	43.6	47.3	8.0	100.7	36.5	45.6	28.0	62.1	69.3	33.2	347.1
4th	429.0	70.0	−10.4	43.5	42.7	8.3	101.5	37.2	46.1	28.1	62.0	68.7	33.0	327.3
1974 1st qtr	496.5	75.6	9.5	48.8	44.2	9.1	121.1	40.2	47.9	30.8	69.3	76.9	35.0	384.6
2nd	488.2	73.8	9.4	49.9	48.3	10.5	114.1	39.0	47.3	33.3	62.6	73.3	35.6	379.3
3rd	486.7	71.9	10.8	53.9	46.9	9.7	116.1	39.0	46.4	32.5	59.5	71.1	35.9	379.7
4th	493.0	64.5	12.9	63.4	64.6	9.5	112.6	36.8	42.0	32.9	53.8	73.7	33.7	385.6
1975 1st qtr	455.5	61.1	12.3	66.8	51.9	13.1	103.2	34.5	36.2	28.5	47.9	68.7	28.8	358.0
2nd	432.5	57.1	13.5	67.9	57.1	6.6	97.0	31.3	32.8	25.4	43.8	65.8	25.3	341.4
3rd	409.2	50.7	14.3	67.4	60.2	6.9	88.5	28.0	29.3	25.9	38.0	62.0	25.1	322.1
4th	397.7	53.0	10.4	61.8	64.6	6.6	81.9	29.4	28.7	22.7	38.6	56.3	26.2	315.2
1976 1st qtr	396.5	49.7	15.3	58.7	69.4	5.7	83.6	27.8	26.3	22.3	37.7	54.3	27.3	314.9
2nd	400.0	48.9	12.6	64.0	69.8	5.0	82.1	31.6	24.4	22.0	39.6	52.2	31.4	316.4
3rd	414.3	59.0	10.9	69.7	63.7	5.0	84.2	33.3	22.8	20.8	44.9	53.1	31.3	329.9
4th	422.0	57.4	12.8	70.4	56.6	5.5	91.1	37.6	21.9	20.3	48.4	54.2	31.3	336.5
1977 1st qtr	418.2	62.5	10.7	65.8	55.8	5.2	90.0	34.1	22.0	21.8	50.3	52.1	35.4	330.7
2nd	432.7	74.1	11.8	71.3	48.1	6.4	93.0	31.4	22.4	22.4	51.8	55.9	40.2	336.6
3rd	455.7	74.7	11.6	81.0	42.3	7.0	101.9	36.9	20.6	25.6	54.1	58.5	36.7	360.5
4th p	455.0											62.5	36.9	355.6

[1] These columns represent the division of the column 'metal manufacture' formerly shown. This split is only approximate because at this stage separate deflators are not available for the two industries.

Table 3 Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1970 prices seasonally adjusted

£ million

Period	Total	Analysis by industry group: Wholesale distribution	Retail distribution	Other industries [2]	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1968	1 561 (1 554)[1]	166	283	1 112 (1,105)[1]	624	368	570 (563)[1]
1969	1 683 (1 690)[1]	160	295	1 228 (1 235)[1]	650	389	643 (650)[1]
1970	1 799	176	299	1 325	666	394	739
1971	1 922	185	333	1 405	747	367	809
1972	2 035	195	394	1 445	700	436	899
1973	2 377	194	455	1 729	764	505	1 108
1974	2 300	190	436	1 675	735	509	1 057
1975	1 921	142	369	1 411	587	402	932
1976	1 900	142	377	1 381	552	467	880
1977	2 067				538	516	1 013
1971 1st qtr	468	44	82	342	185	89	194
2nd	477	46	86	345	183	96	198
3rd	491	47	84	361	190	92	209
4th	487	48	81	358	189	90	208
1972 1st qtr	481	48	90	343	173	101	207
2nd	512	49	95	368	175	108	229
3rd	512	46	102	365	169	112	231
4th	530	53	107	370	183	115	232
1973 1st qtr	588	50	110	428	201	123	264
2nd	588	48	116	424	193	120	275
3rd	585	47	118	420	193	131	261
4th	617	49	111	457	177	132	308
1974 1st qtr	617	51	110	456	199	134	285
2nd	578	47	106	426	184	128	266
3rd	555	50	103	402	182	124	249
4th	551	43	118	390	170	123	258
1975 1st qtr	482	39	85	358	154	106	222
2nd	484	37	92	354	152	97	235
3rd	486	33	95	358	142	97	246
4th	469	32	96	341	140	102	228
1976 1st qtr	448	33	95	320	135	104	208
2nd	468	35	102	331	137	117	214
3rd	488	37	92	359	142	124	222
4th	496	37	88	371	138	122	236
1977 1st qtr	501	32	107	361	131	123	247
2nd	507	36	103	368	130	129	248
3rd	529	41	110	378	143	137	250
4th	531				135	127	269

[1] See footnote to table 1. [2] Including leasing, on the basis of the ownership of assets.

Table 4 Fixed capital expenditure at current prices of manufacturing, distributive and service industries

£ million

Period	Total	Manufacturing industry	Distributive and service industries (excluding shipping	Shipping industry
1966	2 787	1 517	1 172	99
1967	2 861	1 485	1 236	140
1968	3 304	1 639	1 418	247
1969	3 629	1 822	1 589	217
1970	4 294	2 130	1 799	364
1971	4 648	2 187	2 078	384
1972	4 971	2 044	2 373	553
1973	6 008	2 286	3 088	635
1974	7 400	3 150	3 639	611
1975	7 821	3 461	3 795	565
1976	8 642	3 957	4 292	393
1977	10 718	4 875	5 274	570
1973				
1st qtr	1 437	542	729	166
2nd	1 366	508	739	118
3rd	1 449	596	744	109
4th	1 757	640	875	242
1974				
1st qtr	1 677	712	875	90
2nd	1 695	707	863	125
3rd	1 859	797	890	173
4th	2 169	935	1 011	223
1975				
1st qtr	1 865	846	878	142
2nd	1 867	818	910	138
3rd	1 965	855	962	148
4th	2 125	941	1 045	138
1976				
1st qtr	1 977	915	952	110
2nd	1 943	889	1 010	45
3rd	2 237	998	1 091	148
4th	2 485	1 155	1 239	92
1977				
1st qtr	2 426	1 105	1 192	129
2nd	2 453	1 112	1 235	107
3rd	2 734	1 245	1 347	142
4th	3 106	1 414	1 501	192

9 per cent higher than the outcome for 1976. New building work in 1977 was about 3 per cent lower than that in the previous year while investment in vehicles was increased by some 10 per cent, and in plant and machinery, by about 15 per cent.

Shipping industry

Investment by the shipping industry in the fourth quarter of 1977 is provisionally estimated to have been about £59 million, at 1970 prices, seasonally adjusted. Investment in the year was about 20 per cent higher than that in 1976.

Notes

1 The development and use of the new price indices for new building work was announced in a press release by the Department of the Environment on 8 March. The revised capital expenditure figures, provided at the first opportunity since the announcement, replace those issued by press notice on 23 February.

Of the changes for recent periods, those for 1976 are more significant, particularly for the distributive and service industries (excluding shipping) than those for the latest quarters and for 1977 as a whole, which are minimal.

2 Statistics Construction Division of DoE, mentioned as the source of further information of the new price indices is located at Room S11/11, Department of the Environment, 2 Marsham Street, London SW1P 3EB (tel. 01-212 8406).

3 The estimation of changes in the volume of capital expenditure (as distinct from changes at current prices) is subject to greater error when the rate of price increases is varying, and this should be borne in mind in using the figures.

4 The usual press notice giving revised estimates for the fourth quarter of 1977, reflecting the incorporation of later returns, will be released on 22 March; these results will be published in *Trade and Industry* of 31 March.

Notes to tables

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification revised 1968 edition:

Manufacturing orders III to XIX
Distributive trades order XXIII
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses and similar businesses)
Retail MLH 820, 821

Other industries order XX (construction): XXII (transport and communication) excluding 701 – railways, 706 – port and inland water transport, 707 – air transport and 708 – postal services and telecommunications: XXIV (insurance, banking, finance and business services) including leasing by finance houses and similar businesses and excluding Trustee Savings Banks; XXV (professional and scientific services) excluding 872 – educational services and 874 – medical and dental services; and XXVI (miscellaneous services).

SIC orders I (agriculture, forestry and fishing), II (mining and quarrying), XXI (gas, electricity and water), and XXVI (public administration and defence) are completely excluded.

The estimates with the exception of those for manufacturing industry in table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in tables 2 and 3, because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the total and the sum of the constituent parts due to rounding.

See also footnotes to table 1.

Inquiries: Manufacturing, 01-215 3175/3176. Distribution, 01-215 3345.

Regional development grant payments

Companies which have received one or more payments of regional development grant of over £25,000 in the quarter ended 31 December 1977 are listed below. The table is drawn up on a regional basis according to the location of the premises in question and does not take account of any repayments of grant by deduction or otherwise.

Applicant	Location of premises	Grant £'000
Scotland		
Anderson Mavor Ltd	Motherwell	65
Beechams Ltd (Pharmaceutical Division)	Irvine	464
BOC Ltd	Carfin	140
Bowmaker Leasing Ltd	'S'	33
BP Oil Grangemouth Refinery Ltd	Grangemouth	219
BP Trading Ltd	Grangemouth	585
British Leyland UK Ltd	Bathgate	27
British Steel Corporation	Motherwell	1 853
Burroughs Machines Ltd	Glasgow	38
Burroughs Machines Ltd	Glenrothes	69
Butler Buildings (UK) Ltd	Kirkcaldy	26
Caird (Dundee) Ltd	Dundee	42
Caledonia Crane and Plant Hire Ltd	'S'	33
Cameron Iron Works	Livingston	44
Cementation Construction Ltd and CE CA PAG	'S'	32
Cessna Fluid Power Ltd	Glenrothes	27
Chancelot Mill Ltd	Edinburgh	68
Christiani and Nielson Ltd	'S'	477
Chrysler Scotland Ltd	Paisley	210
Ciba-Geigy (UK) Ltd	Paisley	101
Clachan Excavations and Construction Ltd	'S'	86
CPC (UK) Ltd	Paisley	188
Davidson Radcliffe Ltd	Bucksburn	28
D. B. Marshall (Newbridge) Ltd	Coupar Angus	26
Devro Ltd	Bellshill	30
DRG (UK) Ltd	Glasgow	25
Dunlop Ltd	Inchinan	29
Ethicon Ltd	Edinburgh	32
F Miller (Textiles) Ltd	Glasgow	94
G. Adam of Hillington	Dunlop	39
General Motors (Scotland) Ltd	Motherwell	249
George Wimpey and Company Ltd	Broxburn	103
Glaxo Properties Ltd	Annan	118
Glenlivet and Glen Grant Distillers Ltd	Elgin	32
Hill Samuel Leasing Company Ltd	Arbroath	41
Hoover Ltd	Cambuslang	43
Hugh Smith (Glasgow) Ltd	Glasgow	26
IBM Ltd	Greenock	34
IBM UK Ltd	Greenock	31
IBM UK Rentals Ltd	Spango Valley	57
Imperial Chemical Industries Ltd	Dumfries	29
Imperial Chemical Industries Ltd	Grangemouth	333
International Distillers and Vintners Ltd	Mulben	38
Jack Harvey Plant Scotland Ltd	'S'	33
James Mills (Montrose) Ltd	Montrose	32
John Marshall and Sons (Builders) Ltd	'S'	26
John Walker and Sons Ltd	Shieldhall	98
J. W. Soils, Suppliers Ltd	Plains	40
Kaye Goodfellow and Co	'S'	40
Kingston Yarn Spinners (Dumfries) Ltd	Dumfries	32
Kinneil Leasing Co	Grangemouth	605
Lombard North Leasing Ltd	Montrose	38
Massey Ferguson Perkins Ltd	Kilmarnock	110
Metal Box Ltd	Glasgow	119
Michelin Tyre Co Ltd	Dundee	36
Monsanto Ltd	Dundonald	138
Motherwell Bridge Eng Ltd	Motherwell	45
Nairn Floors Ltd	Kirkcaldy	88
Parson Peebles Ltd	Edinburgh	40
Polaroid (UK) Ltd	Dumbarton	53
Printabox (Scotland) Ltd	Glasgow	31
Roche Products Ltd	Dalry	25
Rockware Glass Ltd	Irvine	52
Rowntree Mackintosh Ltd	Edinburgh	30
Royal Ordnance Factory	Bishopton	32
Scottish Agricultural Industries Ltd	Edinburgh	33
Shell (UK) Ltd	St Fergus	172
SKF (UK) Ltd	Irvine	120
S. Koronka (Manufacturing) Ltd	Bridgend	31
Templeton Grays Carpets Ltd	Glasgow	37
Tullis Russell and Co Ltd	Glenrothes	91
Tullis Russell and Co Ltd	Markinch	34
Uniroyal Ltd	Newbridge	79
W. and J. Barr and Sons	'S'	27
Weir Pumps Ltd	Glasgow	202
W. K. Jackson and Sons Ltd	Symington	50
Yarrow Shipbuilders Ltd	Glasgow	100
Total		8 983
Wales		
Alcoa Manufacturing (GB) Ltd	Swansea	263
Anglesey Aluminium Metal Ltd	Holyhead	77
Bowmaker Leasing Ltd	'S'	85
British Leyland UK Ltd	Cardiff	32
British Steel Corporation	Ebbw Vale	776
British Steel Corporation	Port Talbot	2 596
Biritish Steel Corporation	Trostre	31
British Tissues Ltd	Bridgend	86
Brymbo Steelworks Ltd	Brymbo	41
Co-operative Wholesale Society Ltd	Llandyrnog	65
Croxden Gravel Ltd	Nr Bangor	32
Forward Leasing (UK) Ltd	Lampeter	43
GEC (Radio and Television) Ltd	Aberdare	47
George Wimpey and Co Ltd	Aberdare	85
George Wimpey and Co Ltd	Glyneath	521
George Wimpey and Co Ltd	Seven Sisters	51
G. R. Wight (Foxfield) Ltd	'S'	31
Inco Europe Ltd	Swansea	56
ITT Creed Ltd	Pontypridd	32
Kellogg Company of Great Britain Ltd	Wrexham	139
MB2 Joint Venture	'S'	36
Metal Box Ltd	Neath	53
Mettoy Co Ltd	Swansea	96
Milk Marketing Board	Wrexham	155
National Coal Board	Cardiff	38
National Coal Board	Swansea	73
National Coal Board	Taffs Well	160
National Coal Board	Treforest	27
National Coal Board	Ynysybwl	165
Pilkington PE Ltd	St Asaph	34
P. Leiner and Sons (Wales) Ltd	Pontypridd	259
Public Works (Bristol) Ltd	'S'	25
Shell Composites Ltd	Chester	41
Shell UK Ltd	Amlwch	26
Smith's Enterprises (Glamorgan) Ltd	'S'	43
Taylor Woodrow Plant Co Ltd	Dowlais	33
3M (UK) Ltd	Swansea	42
Williams and Glyn's Leasing Co Ltd	Llandybie	165
Total		6 560
Northern		
Alcan (UK) Ltd	Ashington	139
Alston Foundry Co Ltd	Alston	35
Armstrong Cork Co Ltd	Thornaby	224
Associated Electrical Industries Ltd	Birtley	41
Associated Lead Manufacturers Ltd	Newcastle on Tyne	69
Associated Portland Cement Manufacturers Ltd	Bishop Auckland	78
Austin and Pickersgill Ltd	Sunderland	199
Aycliffe Development Corporation	Newton Aycliffe	109
Baker Perkins Ltd	Hebburn-on-Tyne	30
BOC Ltd	Middlesbrough	226
Bowater-Scott Corporation	Barrow-in-Furness	59
BP Trading Ltd	Middlesbrough	874
Brian Reed (Northern) Ltd T/A Reed Print and Design	Gateshead	26
British Gypsum Ltd	Kirkby Thore	28
British Railways Board	Carlisle	34
British Steel Corporation	Consett	382
British Steel Corporation	Darlington	26
British Steel Corporation	Hartlepool	39
British Steel Corporation	Middlesbrough	1 831
British Steel Corporation	Redcar	4 393
BTP Tioxide Ltd	Greatham	347
Carreras Rothmans Ltd	Darlington	457
Caterpillar Tractor Co Ltd	Birtley	82
Charles Churchill Ltd	Blaydon-on-Tyne	45
Coles Cranes Ltd	Sunderland	67
Corning Ltd	Sunderland	50
Davy Roll Co Ltd	Gateshead	27

Applicant	Location of premises	Grant £'000
Derek Crouch (Contractors) Ltd	'S'	111
Electrolux Ltd	Newton Aycliffe	39
George Wimpey and Co Ltd	Workington	432
Gibbons Northern Brick Ltd	Throckley	116
Glaxo Laboratories Ltd	Ulverston	72
Glaxo Properties Ltd	Barnard Castle	32
Glaxo Properties Ltd	Ulverston	42
Head Wrightson (Steel Cast) Ltd	Billingham	42
Honeywill Atlas Ltd	Middlesbrough	27
Imperial Chemical Industries Ltd	Billingham	433
Imperial Chemical Industries Ltd	Middlesbrough	1 340
Imperial Chemical Industries Ltd (Petrochemicals)	Middlesbrough	403
Imperial Group Ltd	Newcastle on Tyne	70
Kimberley-Clarke Ltd	Prudhoe	57
Lamp Metals Ltd	Gateshead	46
Melinate Products Ltd	Jarrow	33
Monsanto Ltd	Middlesbrough	2 681
Mullard Ltd	Durham	42
National Coal Board	Ellington	55
National Coal Board	Morpeth	30
National Coal Board	Seaham	65
National Coal Board	South Shields	34
National Smokeless Fuels Ltd	Fishburn	25
Newalls Insulation Co Ltd	Washington	26
Norpipe Petroleum (UK) Ltd	Middlesbrough	688
Norsea Pipeline Ltd	Midalesbrough	682
Patons and Baldwins Ltd	Darlington	62
Philips Electrical T/A Philips Washington	Washington	31
Polyamide Intermediates Ltd	Middlesbrough	1 406
Preston Farmers Ltd	Kirkby Stephen	34
Reed Corrugated Cases Ltd	Hartlepool	35
Robinson Brothers Ltd	Bedlington	40
Rohm and Haas (UK) Ltd	Middlesbrough	70
Rotaprint Ltd	Washington	26
Rowntree Mackintosh Ltd	Newcastle on Tyne	43
Royal Ordnance Factory	Birtley	84
Shell UK Ltd	Middlesbrough	101
Smart and Brown Engineers Ltd	Spennymoor	56
Smart and Brown Lighting Ltd	Spennymoor	90
Sterling Winthrop Group Ltd	Dudley Cramlington	25
Sunderland Shipbuilders Ltd	Sunderland	32
Tarmac Roadstone Holdings Ltd	Barrasford	66
Taylor Woodrow Plant Co Ltd	Morpeth	37
Thermal Syndicate Ltd	Wallsend	63
Thomas De La Rue and Co Ltd	Gateshead	157
Thomas Mouget and Co Ltd	Middlesbrough	107
Torrington Co Ltd	Darlington	30
Vald Birn (UK) Ltd	Bedlington	42
Verichrome Plating Services Ltd	Jarrow	26
Vickers Ltd	Newcastle on Tyne	204
Vickers Shipbuilding Group Ltd	Barrow-in-Furness	69
Wildrings Bone and Chemical Co Ltd	Penrith	25
Wilkinson Sword Ltd	Cramlington	41
Total		20 542
Yorkshire and Humberside		
British Steel Corporation	Rotherham	138
British Steel Corporation	Scunthorpe	695
British Steel Corporation	Sheffield	383
Carrington Viyella Estates	Tadcaster	32
Charles Busfield and Co Ltd	Guisley	28
E. J. Arnold and Son	Leeds	34
G. M. Firth (Metals) Ltd	Bradford	29
The Halifax Courier Ltd	Halifax	28
Hargreaves Quarries Ltd	Pickering	36
Imperial Chemical Industries Ltd	Huddersfield	280
John Foster and Son Ltd	Bradford	31
Stepney Contractors Ltd	Beverley	28
United Biscuits Ltd	Grimsby	163
Total		1 905
South West		
English Clays Lovering Pochin and Co Ltd	St Austell	833
St Austell Brewery Co Ltd	St Austell	32
Total		865
North West		
Ames Crosta Babcock Ltd	Heywood	31
Associated Octel Co (Plant) Ltd	Ellesmere Port	37
BICC Ltd	Prescot	32
Birds Eye Foods Ltd	Liverpool	69
Bowaters UK Paper Co Ltd	Ellesmere Port	89
British Aircraft Corporation Ltd	Preston	146
British Sidac Ltd	St Helens	28
Britains Plant Ltd	'S'	33
Burmah Oil Trading Ltd	Ellesmere Port	136
Cabot Carbon Ltd	Ellesmere Port	138
Cadbury Schweppes Foods Ltd	Moreton	103
Carrington Viyella Properties Ltd	Atherton	30
Central Lancashire New Town Development Corporation	Preston	62
Champion Sparking Plug Co Ltd	Upton	57
Clayton Aniline Co Ltd	Manchester	30
Courtaulds Ltd	Liverpool	28
Cross International AG	Knowsley	47
Eric Johnson Stubbs and Co Ltd	Bromborough	31
Evans Medical Ltd	Liverpool	56
Fine Art Developments Ltd	Blackpool	72
Ford Motor Co Ltd	Halewood	149
Imperial Chemical Industries Ltd	Northwich	53
Imperial Chemical Industries Ltd	Runcorn	884
Imperial Chemical Industries Ltd	Widnes	115
Keyes Huntsman Ltd	Skelmersdale	112
LEP Transport Ltd	Manchester	153
Lever Brothers Ltd	Port Sunlight	131
Mullard Ltd	Burnley	36
Oldham and Son Ltd	Manchester	44
Pakcel Converters Ltd	St Helens	51
Peerless Refining Co (Liverpool) Ltd	Liverpool	25
Pilkington Brothers Ltd	St Helens	387
Plessey Telecommunications Ltd	Huyton	25
Ravenhead Co Ltd	St Helens	30
Rentokil Group Ltd	Kirkby	30
Robert McBride (Middleton) Ltd	Middleton	38
Rockware Glass Ltd	St Helens	44
RTZ Extruders Ltd	Widnes	101
Shell Chemicals Ltd	Ellesmere Port	104
Shell Chemicals UK Ltd	Ellesmere Port	179
Siemans Ltd	Congleton	74
Skelmersdale Packaging Ltd	Skelmersdale	28
Spillers French Baking Ltd	Preston	71
S. Reece and Sons Ltd	Liverpool	37
Tate and Lyle Refineries Ltd	Liverpool	30
Urenco (UK) Partnership (Urenco Ltd and Partners)	Capenhurst	917
Total		5 103

Notes:
1 'S' indicates use in more than one premises or sites in a development area.
2 Total of payments listed above £44.0 million.
3 Total regional development grant paid in the quarter £216.5 million.

Wholesale price indices in February

Output prices

The provisional price index for the home sales of manufactured products increased by ¾ per cent in February to 279.2 (1970 = 100).

The index for manufactured products other than food, drink and tobacco was ¾ per cent higher. The residual effect (see note) of January's price increases for vehicles accounted for more than a quarter of the increase. This index rose 2¾ per cent in the latest three months.

Higher prices for a range of products, especially biscuits and cakes, partially offset by lower coffee prices, were responsible for the ¾ per cent increase in February in the index for the output of the food manufacturing industries. This index increased by 2¼ per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period fell for the seventh successive month, from 13 per cent in January to 12½ per cent in February. The increase over the latest six months was 4¼ per cent as in January.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry fell by ½ per cent in February to 323.3. This index has now fallen for 10 successive months, and is 4¾ per cent lower than in February 1977.

The index for materials purchased by manufacturing industry other than the food, drink and tobacco industries fell by ½ per cent in February. Crude oil accounted for over half the fall. This index has fallen by 4¼ per cent in the latest three months.

The index for materials purchased by the food manufacturing industries fell by ¾ per cent. This was mainly due to lower prices for fish and coffee. In the latest three months this index rose 2 per cent.

Note

The indices relate to the average prices of the month. The full effect of a price change within a month will only be reflected in the index for the following month.

1970 = 100

	Dec	Jan p	Feb p
Output prices (home sales)			
All manufactured products	273.3	277.0	279.2
Products of manufacturing industry other than food, drink and tobacco industries	280.5	284.8	287.2
Products of the food manufacturing industries	295.6	297.2	299.3
Prices of materials and fuel purchased			
By manufacturing industry	328.0	324.9	323.3
materials	333.7	330.0	328.2
coal, gas and electricity	273.6	276.6	276.6
By manufacturing industry other than food, drink and tobacco industries	341.6	333.2	331.6
materials	351.3	341.3	339.5
By food manufacturing industries	302.8	311.2	309.2
materials	302.4	311.1	309.0

p Provisional.

Inquiries: 01-215 3351

Business Monitors

The following titles and issues of Business Monitors are now available:

PRODUCTION SERIES

Monthly at £4.32 each per year post free

PM 423 Foam backing, foam laminating and fabric to fabric bonding for December 1977

Quarterly at £1.56 each per year post free

PQ 231 Brewing and malting for third quarter 1977
PQ 332 Metal-working machine tools for third quarter 1977
PQ 333.3 Compressors and fluid power equipment for third quarter 1977
PQ 381.2 Trailers, caravans and freight containers for third quarter 1977
PQ 445 Women's and girls' light outerwear, lingerie, infants' wear, etc, for third quarter 1977
PQ 472 Wooden furniture and upholstery for third quarter 1977
PQ 480 Packaging products for third quarter 1977

SERVICE AND DISTRIBUTIVE SERIES

Monthly at £4.32 each per year post free

SD 1 Food shops for December 1977
SD 2 Clothing and footwear for December 1977
SD 3 Durable goods shops for December 1977
SD 4 Miscellaneous non-food shops for December 1977

Retail sales in January

Volume

The final seasonally adjusted index of the volume of retail sales in January is 104.9 (1971 = 100), rather lower than the provisional estimate of 106. The estimate suggests that the volume of trade fell back from the December level but remained about the average level of the fourth quarter of 1977. In the three months November to January the volume of sales was 1½ per cent higher than in the previous three months.

For the main components of total trade, the volume of sales by durable goods shops in the three months November to January were 4 per cent higher than in the previous three months. Sales by clothing and footwear shops rose by 3 per cent and sales by 'other non-food' shops, which include department stores and mail order businesses, were little changed. Sales by food shops rose by 1 per cent between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in January was 12 per cent higher than in January 1977.

Official reserves in February down after substantial repayments

UK official reserves fell by $167 million (£86 million) in February. During the month accruals of foreign currency borrowing by the public sector under the exchange cover scheme amounted to $102 million (£53 million), and repayments to $505 million (£261 million). At the end of February the reserves stood at $20,701 million (£10,690 million).

Table 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16,296)	Food shops (6,866)	Non-food shops Total (9,430)	Clothing and footwear shops (2,436)	Durable goods shops (1,897)	Other non-food shops [2] (5,097)
1971	100.0	100.0	100.0	100	100	100
1972	105.3	101.6	107.9	104	113	108
1973	110.3	101.6	116.6	108	127	117
1974	109.0	102.4	113.8	106	122	115
1975	106.7	100.0	111.5	106	119	111
1976	106.5	98.7	112.1	106	122	111
1977	103.6 r	94.8	110.0 r	105	119	109 r
1975						
1st qtr	109.5	101.7	115.2	109	126	114
2nd	108.5	99.9	114.7	106	130	113
3rd	104.3	98.9	108.2	105	110	109
4th	104.2	99.3	107.8	103	110	109
1976						
1st qtr	105.9	99.5	110.6	105	117	111
2nd	106.9	99.6	112.1	106	122	111
3rd	107.3	99.1	113.2	106	125	112
4th	105.9	96.6	112.6	105	124	112
1977						
1st qtr	103.3 r	94.9	109.3	105	116	109
2nd	102.5 r	94.7	108.2 r	101	118	108
3rd	104.3 r	94.4	111.5 r	107	121	110 r
4th	104.4 r	95.3	111.1 r	109	121	109 r
1977						
January	104.5	95.2	111.3	106	121	110
February	104.0	95.2	110.5	105	118	110
March [1]	101.7	94.4	106.9	103	109	108
April	102.3	94.3	108.1	101	118	107 r
May	103.2	95.0	109.2 r	104	117	109
June [1]	102.1 r	94.7	107.4 r	99	118	107 r
July	104.8 r	94.3	112.4 r	107	125	110 r
August	104.7 r	94.4	112.3 r	110	118	111 r
September [1]	103.5 r	94.4	110.2 r	106	121	108 r
October	102.7 r	94.2	108.9 r	103	120	108 r
November	103.1 r	93.9	109.8 r	107	118	108 r
December [1]	106.9 r	97.3	113.9 r	114	125	110
1978						
January	104.9	95.1	112.0	105	129	109
1977						
August-October	103.6	94.3	110.4	106	120	109
1977-78						
November-January	105.1	95.6	112.1	109	124	109
Percentage increase	1.4	1.4	1.5	3	4	—

[1] Five-week period.
[2] Including department stores and mail-order businesses.
r Revised figure.

Table 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16,296)	Food shops (6,866)	Non-food shops Total (9,430)	Clothing and footwear shops (2,436)	Durable goods shops (1,897)	Other non-food shops [2] (5,097)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	109.0	114.2	112	118	114
1973	126.9	123.0	129.8	128	136	128
1974	146.7	144.9	148.1	148	144	149
1975	174.4	175.0	174.0	171	168	178
1976	200.1	204.8	196.7	189	187	204
1977	228.0 r	234.7	223.1 r	216	206	233 r
1975						
1st qtr	165.2	162.5	167.2	168	161	169
2nd	175.0	173.0	176.5	170	182	178
3rd	176.6	179.4	174.6	173	162	180
4th	181.5	186.0	178.3	173	166	185
1976						
1st qtr	189.6	193.4	186.8	179	177	194
2nd	196.1	200.3	193.0	187	185	199
3rd	203.4	208.0	200.1	193	190	207
4th	211.4	217.4	207.0	198	197	215
1977						
1st qtr	216.4	223.8	211.0 r	204	192	222
2nd	222.0 r	230.4	215.8 r	204	202	227
3rd	234.2 r	239.4	230.4 r	224	213	240 r
4th	239.4 r	245.3	235.1 r	231	219	243 r
1977						
January	215.7	221.9	211.2	203	197	221
February	217.4	224.0	212.6	204	196	223
March [1]	216.1 r	225.0	209.7 r	204	185	222
April	219.9 r	226.8	214.9 r	201	205	225 r
May	222.9 r	230.3	217.5 r	209	199	228
June [1]	222.9 r	233.5	215.2 r	202	202	227 r
July	231.5 r	236.6	227.8 r	220	213	237 r
August	235.8 r	239.5	233.0 r	230	209	243 r
September [1]	235.0 r	241.4	230.3 r	222	217	239 r
October	234.2 r	241.7	228.7 r	218	214	239 r
November	236.3 r	242.3	231.9 r	228	213	241 r
December [1]	246.0 r	250.6	242.7 r	244	227	248 r
1978						
January	241.0	245.0	238.0	223	233	247
1977						
August-October	235.0	240.9	230.6	223	214	240
1977-78						
November-January	241.5	246.3	237.9	233	224	245
Percentage increase	2.8	2.2	3.2	4	5	2

[1] Five-week period.
[2] Including department stores and mail-order businesses.
r Revised figure.

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month-to-month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked [1] which are of five weeks. The January 1978 sales period was the four weeks from 1 January 1978 to 28 January 1978. The corresponding period in 1977 was the four weeks from 2 January 1977 to 29 January 1977.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

Exceptionally the figures for retail sales in the months of 1977 have been revised again since the last article. The revisions are the result of incorrect reporting in the monthly retail sales inquiry which has affected the mail-order component of the index (see *Trade and Industry* of 17 February, page 375).

The article giving the *provisional* estimate of the seasonally adjusted index of the volume of retail sales for February and the increase in the value of sales compared with a year earlier will be published later this month.

Inquiries: 01-215 3705.

Hire purchase and other instalment credit business in January

A sum of £425 million of new instalment credit was advanced by finance houses and retailers in January, after allowing for seasonal factors. Within this total, finance houses' lending was about the same as in December. Retailers' lending showed an increase over recent months. In the latest three months, November to January, total advances were 6 per cent higher than in the previous three months, August to October. Finance houses' lending increased by 11 per cent between these two three-month periods and retailers' lending by 2 per cent.

The average weekly value of retailers' instalment credit sales in January was higher than in preceding months. In the latest three months, average sales were 2 per cent higher than in the previous three months. Within this total, durable goods shops' sales increased by 9 per cent and department stores' sales (including those by co-operative societies) by 2 per cent. There was no change in the average weekly value of other instalment credit retailers' credit sales (mainly mail-order business) between the two three-month periods.

The debt outstanding to finance houses and retailers increased by £79 million in January, bringing the total increase in the three months November to January to £195 million, compared to £178 million in August to October. Amounts outstanding to finance houses increased by £163 million and those to retailers by £32 million during the latest three-month period. At the end of January the total amount outstanding to finance houses and retailers was £3,378 million (not seasonally adjusted), 24 per cent more than a year earlier.

Inquiries: Departments of Trade, Industry and Prices and Consumer Protection, Economics and Statistics Division 6a, Room 349, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3162.

Table 1 Hire purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses[1]		Retailers[2]	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2 036	251	990	165	1 046	86
1972	2 466	438	1 222	296	1 244	142
1973	2 846	444	1 453	332	1 393	112
1974	2 508	—164	1 037	—160	1 471	—4
1975	2 981	—13	1 201	—55	1 780	42
1976	3 586	343	1 535	202	2 051	141
1977	4 392 r	625	2 072	500	2 320 r	125
1975						
1st qtr	710	—9	284	—9	426	—
2nd	753	10	307	—13	446	23
3rd	749	—8	304	—18	445	10
4th	769	—6	306	—15	463	9
1976						
1st qtr	833	33	340	4	493	29
2nd	872	80	382	56	490	24
3rd	914	103	393	59	521	44
4th	967	127	420	83	547	44
1977						
1st qtr	1 005	137	458	85	547	52
2nd	1 054	138	488	121	566	17
3rd	1 178	188	546	151	632	37
4th	1 221	162	580	143	641	19
1977						
January	321 r	37 r	135	13	186 r	24 r
February	339 r	50 r	156	32	183 r	18 r
March	348 r	53 r	167	40	181 r	13 r
April	345 r	48	154	41	191 r	7
May	358 r	48 r	170	45	188 r	3 r
June	346 r	43	164	35	182 r	8
July	359 r	52	163	41	196 r	11
August	404 r	77	201	66	203 r	11
September	388 r	60 r	182	44	206 r	16 r
October	371 r	41 r	172	35	199 r	6 r
November	402 r	53 r	199	45	203 r	8 r
December	411 r	63 r	209	63	202 r	— r
1978						
January	425	79	208	55	217	24
1977						
August-October	1 163	178	555	145	608	33
Nov-Jan 1978	1 238	195	616	163	622	32
Percentage increases	6		11		2	

[1] Direct business only: ie excluding agreements block discounted with finance houses by retailers. [2] Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnotes to table 2. r Revised.

Table 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

	Total[1]	Durable goods shops	Department stores	Other instalment credit retailers[2]
(HP and other instalment credit sales in 1971 £ million[3])	(1130)	(370)	(139)	(621)
1971	100	100	100	100
1972	117	117	106	120
1973	132	119	119	143
1974	139	94	122	169
1975	165	115	143	200
1976	190	136	162	229
1977	217 r	142	171	272 r
1975				
1st qtr	158	112	141	189
2nd	165	120	141	198
3rd	165	111	142	202
4th	172	117	146	211
1976				
1st qtr	185	136	166	217
2nd	184	134	151	221
3rd	193	136	165	234
4th	200	138	166	244
1977				
1st qtr	205	135	166	256 r
2nd	210 r	136	153	266 r
3rd	227 r	148	179	284 r
4th	227 r	148	184	283 r
1977				
January	208 r	138	173	257 r
February	204 r	132	163	256 r
March [4]	204	135	162	255 r
April	215 r	138	147	276 r
May	211 r	134	149	270 r
June [4]	205 r	136	162	256 r
July	220 r	147	170	275 r
August	229 r	144	171	292 r
September [4]	231 r	151	194	286 r
October	224 r	141	179	282 r
November	228 r	147	189	285 r
December [4]	228 r	155	183	281 r
1978				
January	244	179	188	295
1977				
August-October av.	228	146	182	287
Nov-Jan 1978 av.	233	160	186	287
Percentage increase	2	9	2	—

[1] Durable good shops, department stores (including co-operative societies) and 'other instalment credit retailers'. [2] General stores (other than department stores) and general mail-order houses. [3] Excluding sales against checks issued by other organisations. [4] The monthly periods for retailers consists of four weeks except those marked [4] which are of five weeks. The period covered by January 1978 sales was the four weeks from 1 January 1978 to 28 January 1978. The corresponding period in 1977 was from 2 January 1977 to 29 January 1977. r Revised.

Catalogues of government publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of government publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Metal-working machine tools: sales and orders in November

Provisional statistics for the months up to and including November 1977 are now available and they suggest that the activity in the machine tools industry has remained steady, apart from some seasonal changes in recent months, with current values of sales well maintained and running at a level 17 per cent higher than a year ago. New orders received (net of cancellations) for the latest three months have levelled off at £110 million but are still 4 per cent higher than total deliveries for the same period, with the consequence that order books have been maintained.

The estimate for employment at 50 700 was a little lower than the month of November, suggesting some reduction in employees, about equal to the number of 100 (in rounded terms) taken on during the previous month.

Recent trends

The latest monthly figures now available show that the value of sales in the three months to November 1977, have risen by 20 per cent over the preceding three months, which included the seasonally low holiday months of July and August, and by 17 per cent when compared with the same period in 1976. Much of this growth in value was due to a 40 per cent rise in sales to the export markets over the three previous months, reflecting perhaps the earlier strong growth in new export orders up to the first quarter of 1977. Much of the increase in the three months was in the volume of export deliveries and there was a rise of 39 per cent in value over the same period a year earlier. In the September-November period, home sales increased by 7 per cent over the previous three months and only 4 per cent over the same period a year ago, signifying a decrease in volume over the 12 months. The increase of 17 per cent in total sales (home and export deliveries) over the year, however, was due almost entirely to the rise in output prices and there was probably little, if any, increase in the volume of total deliveries.

The overall intake of new orders (net cancellations) in these most recent three months has levelled off at £110 million, with a slight fall of 1 per cent from the level of the previous three months. Within this total, orders from abroad increased by 6 per cent, thus offsetting a similar decrease in new orders from the home markets, which nevertheless continued at a moderate level. The recent inflow of total net new orders was 19 per cent higher than the corresponding period a year ago, with orders from the export markets rising sharply by 33 per cent while orders from the home markets rose by 11 per cent.

As the value of total new contracts received in the latest three months was above the current rate of sales, a continuing feature throughout 1977, the order books continue to grow, although there appears on provisional estimates to have been an apparent decline in orders-on-hand in November. The estimates for all series of sales and orders for this latest month are less reliable than those of previous months due to slow response from contributors. Total orders outstanding at the end of November 1977 at £266 million, showed a moderate increase of 2 per cent over the previous three months and were 30 per cent higher than a year ago. This increase over the past 12 months was spread over both home and export order books with a 33 and 27 per cent increase respectively.

In terms of current activity, present order books represent well over seven months work for the industry.

Employment

Included in table 2 is a specially prepared estimate of the employment of the industry covered by this article, ie the part of MLH 332 concerned with metal cutting and metal forming machine tools, but excluding welding equipment. The estimate for November 1977 at 50 700 showed that the steady increase apparent since the middle of 1976 has not been maintained, but it is not yet clear whether this interruption was partly of a seasonal or temporary character. Areas of weak demand still exist and future levels of employment are uncertain.

Adjustment of estimates

The monthly estimates up to and including June 1977 have been adjusted to be consistent with the more comprehensive quarterly inquiry recently published, and the latest provisional estimates will be revised when the appropriate information becomes available. Net new orders and orders-on-hand have been adjusted on the same basis of coverage and valuation as sales.

The monthly statistics will be published in the Business Monitor PM 332, and full details of the quarterly inquiry will be published in the Business Monitor PQ 332.

Inquiries on the published series should be addressed to the Department of Industry, Mechanical Engineering Statistics, Room 605, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0687.

Table 1 Metal-working machine tools: orders and sales £ million

	Sales			Orders outstanding[1]			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.5	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	312.9	164.1	148.8	347.9	191.9	156.0
1975	325.4	186.4	139.0	229.8	117.6	112.2	246.8	144.7	102.1
1976 r	352.0	207.3	144.7	199.5	102.0	97.5	321.7	191.7	130.0
1976									
1st qtr r	94.8	51.3	43.5	195.3	100.2	95.1	60.3	33.9	26.4
2nd r	81.0	46.8	34.2	190.6	101.9	88.7	76.3	48.5	27.8
3rd r	76.2	47.2	29.0	203.9	109.8	94.1	89.5	55.1	34.4
4th r	100.0	62.0	38.0	199.5	102.0	97.5	95.6	54.2	41.4
1977									
1st qtr r	98.1	61.6	36.5	220.3	106.2	114.1	118.9	65.8	53.1
2nd r	91.2	56.7	34.5	253.2	134.5	118.7	124.1	85.0	39.1
3rd p	95.5	56.3	39.2	264.3	141.9	122.4	106.6	63.7	42.9
1976									
July r	25.0	15.1	9.9	187.9	105.1	82.8	22.3	18.3	4.0
August r	23.0	14.1	8.9	202.4	105.9	96.5	37.5	14.9	22.6
September r	28.2	18.0	10.2	203.9	109.8	94.1	29.7	21.9	7.8
October r	31.3	17.7	13.6	202.4	111.4	91.0	29.8	19.3	10.5
November r	31.6	21.2	10.4	204.5	110.2	94.3	33.7	20.0	13.7
December r	37.1	23.1	14.0	199.5	102.0	97.5	32.1	14.9	17.2
1977									
January r	34.5	21.4	13.1	206.3	101.3	105.0	41.3	20.7	20.6
February r	28.8	17.6	11.2	212.6	106.1	106.5	35.1	22.4	12.7
March r	34.8	22.6	12.2	220.3	106.2	114.1	42.5	22.7	19.8
April r	27.2	16.8	10.4	227.9	111.0	116.9	34.8	21.6	13.2
May r	33.5	21.5	12.0	239.5	121.4	118.1	45.1	31.9	13.2
June r	30.5	18.4	12.1	253.2	134.5	118.7	44.2	31.5	12.7
July p	28.5	18.3	10.2	260.6	136.7	128.9	35.9	20.5	15.4
August p	29.9	18.4	11.5	262.2	137.7	124.5	31.5	19.4	12.1
September p	37.1	19.6	17.5	264.3	141.9	122.4	39.2	23.8	15.4
October p	34.6	19.3	15.3	268.5	148.2	120.3	38.8	25.6	13.2
November p	34.8	20.2	14.6	266.2	146.6	119.6	32.5	18.6	13.9
Three monthly totals:									
Sep-Nov 1977	106.5	59.1	47.4	266.2	146.6	119.6	110.5	68.0	42.5
Jun-Aug 1977	88.9	55.1	33.8	262.2	137.7	124.5	111.6	71.4	40.2
Sep-Nov 1976	91.1	56.9	34.2	204.5	110.2	94.3	93.2	61.2	32.0
Percentage change latest three months on:									
1 Previous 3 months	+20	+7	+40	+2	+6	−4	−1	−5	+6
2 A year earlier	+17	+4	+39	+30	+33	+27	+19	+11	+33

[1] The values for orders outstanding relate to the ends of the periods shown. p Provisional. r Revised.

Table 2 Metal-working machine tools: employment

Thousands

1974		1976	
1st qtr	52.9	1st qtr p	49.6
2nd	53.2	2nd p	49.4
3rd	54.4	3rd p	49.5
4th	54.4	4th p	49.7
1975		1977	
1st qtr	54.0	1st qtr p	50.0
2nd	53.0	2nd p	50.1
3rd	52.2	July p	50.2
4th p	50.6	Aug p	50.4
		Sep p	50.7
		Oct p	50.8
		Nov p	50.7

Survey of company liquidity: fourth quarter 1977

The liquidity of the companies replying to the Department of Industry's survey of company liquidity rose sharply in the fourth quarter of 1977. The companies' net current assets, seasonally adjusted, rose by about £490 million during the quarter. Their liquidity ratio (total current assets as a percentage of total current liabilities), also seasonally adjusted, rose to 111 per cent at the end of the quarter compared with 97 per cent at the beginning.

During 1977 as a whole, the companies' net current assets rose by about £870 million compared with virtually no change in 1976 and a rise of about £1,300 million in 1975.

Chart 1 illustrates the seasonally adjusted changes in the net current assets and the liquidity ratio after other adjustments to allow for changes in the survey's coverage at the end of each year so as to make the results comparable over the whole period of the survey. The chart shows that, on this comparable basis, the companies' liquidity ratio had recovered at the end of 1977 to the level of its previous peak in early 1973 and that their net current assets had nearly recovered to their level of early 1973, when they also last peaked. The liquidity ratio is the better measure over a long period because it allows for inflation. The chart shows that from the beginning of 1975, after it had fallen to a level similar to that of the previous trough in early 1971, the ratio rose steadily until early 1976; it remained virtually level during the rest of 1976 but started to rise again at the beginning of 1977; the ratio fell slightly in the second quarter of 1977 but otherwise rose throughout the year, with a sharp rise in the last quarter.

It must be kept in mind that the net current assets and the liquidity ratio do not summarise the whole financial position of the companies, only the position on the selected current assets and liabilities covered by the survey, and companies differ widely in the types of assets and liabilities they hold. Also the aggregate changes conceal differing movements for individual companies.

Tables 1 and 2 show that, seasonally adjusted, the companies total current assets rose by about £430 million in the fourth quarter of 1977 and their total current liabilities fell by about £60 million, giving a rise in their net current assets of about £490 million, following a rise in the previous quarter of about £60 million. On an unadjusted basis, total current assets rose by £362 million and total current liabilities fell by £53 million, giving a rise in net current assets in the fourth quarter of 1977 of £415 million, compared with a rise of £254 million in the previous quarter.

At the end of the third quarter of 1977, on figures revised since the previous article in this series, net current assets of the whole group of companies, as reported, became positive for the first time since the survey started at the beginning of 1970, though, as mentioned earlier, without further adjust-

Chart 1 **Liquidity ratio and net current assets: survey companies**
Adjusted to allow for changes in coverage; seasonally adjusted

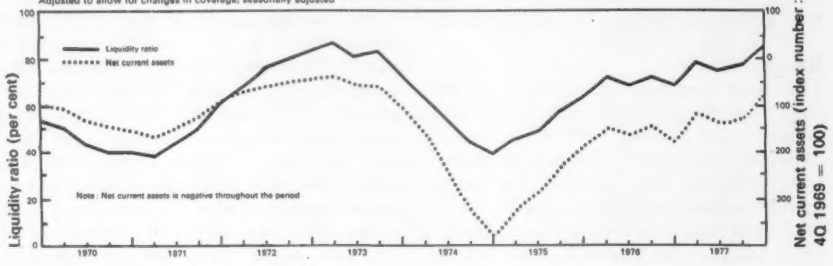


Table 1 Holdings of current assets and liabilities by survey companies[1]: amounts outstanding at end of period

£ million

	1975		1976					1977			
	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr
Number of companies [2]	214	211	211	211	211	211	210	210	210	210	210
NOT SEASONALLY ADJUSTED											
Current assets											
Deposits with banks in the UK:											
Deposit banks/clearing banks [6]	670	1 904	703	691	823	873	887	958	846	915	1 097
Other banks [6]	1 238		1 301	1 256	1 378	1 246	1 249	1 340	1 326	1 312	1 512
Deposits with finance houses	97	97	105	105	112	122	121	108	157	154	165
Deposits with building societies	3	3	3	3	3	3	3	3	3	3	6
Negotiable certificates of deposit (sterling and dollar)	97	97	91	95	111	127	119	122	155	169	102
British government securities	175	175	216	255	257	298	289	301	336	353	373
Local authority bills and temporary money	195	195	164	186	167	238	234	244	191	178	172
Local authority mortgages and loans	53	53	51	40	45	64	65	88	80	91	75
Other current assets [3]	118	118	115	105	131	49	52	65	82	287	324
Total current assets [4]	2 647	2 642	2 748	2 737	3 027	3 021	3 019	3 228	3 176	3 462	3 824
Current liabilities											
Advances and loans from banks and other financial institutions in the UK:											
Deposit banks/clearing banks [5 6]	1 596	3 253	1 513	1 774	1 637	2 000	1 952	1 794	1 814	1 691	1 746
Other banks [5 6]	1 666		1 687	1 564	1 662	1 658	1 464	1 481	1 542	1 687	1 597
Other financial institutions [7]	118	121	120	114	117	72	49	57	64	74	56
Total current liabilities [4]	3 380	3 374	3 320	3 453	3 416	3 730	3 465	3 331	3 420	3 452	3 399
Net current assets	−733	−732	−572	−716	−389	−709	−446	−103	−244	10	425
Liquidity ratio (per cent) [8]	78	78	83	79	89	81	87	97	93	100	113
SEASONALLY ADJUSTED											
Total current assets	2 629	2 624	2 782	2 775	2 955	3 003	3 001	3 254	3 213	3 372	3 806
Total current liabilities	3 421	3 415	3 286	3 425	3 452	3 771	3 503	3 308	3 397	3 493	3 437
Net current assets	−792	−791	−504	−650	−497	−768	−502	−54	−184	−121	369
Liquidity ratio (per cent) [8]	77	77	85	81	86	80	86	98	95	97	111

Notes:
[1] Companies in the Department of Industry's survey of company liquidity.
[2] The figures are for the number of companies that completed returns for the preceding fourth quarter. Estimates are included until the end of the next fourth quarter for any of these companies that ceased to reply during the year. There is a break in coverage at the end of 1975 and 1976. The two sets of figures given for the fourth quarters show the effect of losing some companies.
[3] Other current assets comprise holdings of notes and coin, Treasury bills, certificates of tax deposit and tax deposit accounts.
[4] Components are rounded independently of the totals.
[5] From the beginning of 1975, including only advances and loans with an initial loan term of not more than 12 months.
[6] To the end of 1975, the figures relate to the former groupings of deposit banks and other banks; from the first quarter of 1976, five banks that were deposit banks have been regrouped as other banks and the remainder renamed clearing banks. Combined figures are given in the second set of figures for the fourth quarter of 1975 to avoid any possibility of disclosure of holdings by individual companies.
[7] Including only advances and loans with an initial loan term of not more than 12 months.
[8] Total current assets as a percentage of total current liabilities.

ments the results are not comparable from year to year because of changes of coverage. Net current assets have been positive for the group of non-manufacturing companies in the survey on a number of occasions in the past.

During 1977 as a whole, the companies total current assets rose by about £800 million and their total current liabilities fell by about £70 million, to give a rise in net current assets of about £870 million. In the year before their total current assets had risen by about £380 million but their total current liabilities had also risen by nearly the same so that net current assets had remained virtually unchanged.

Manufacturing and non-manufacturing companies

As in the previous quarter, the unadjusted rise in net current assets in the fourth quarter of 1977 occurred in both the manufacturing and non-manufacturing companies. Table 3 shows that for the companies engaged mainly in manufacturing total current assets rose by £167 million and total current liabilities rose by £43 million, giving a rise in net current assets of £124 million, compared with a rise

Chart 2 **Total current assets: manufacturing and non-manufacturing survey companies**
Adjusted to allow for changes in coverage; not seasonally adjusted

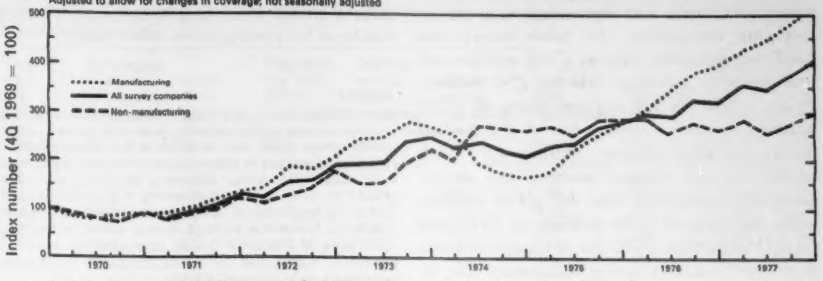


Chart 3 **Total current liabilities: manufacturing and non-manufacturing survey companies**
Adjusted to allow for changes in coverage; not seasonally adjusted

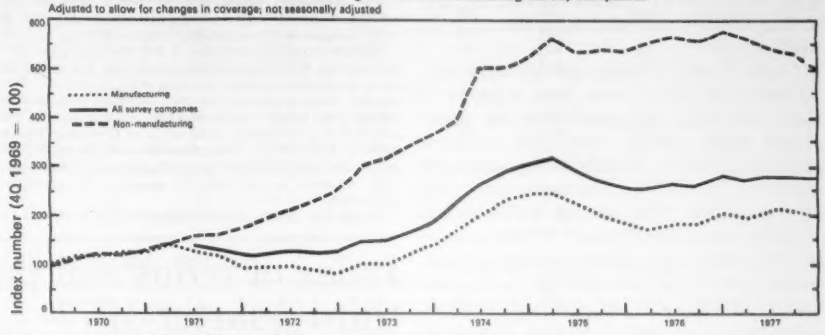


Table 2 Changes in holdings of current assets and liabilities of survey companies[1]

£ million

	1970	1971	1972	1973	1974	1975	1976	1977	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr	1977 4th qtr
NOT SEASONALLY ADJUSTED																
Current assets																
Deposits with banks in the UK:																
Deposit banks/clearing banks [6]	2	49	117	173	73	133	215	210	100	−12	132	50	71	−112	69	182
Other banks [6]	−40	91	240	258	21	302		263		−45	122	−132	91	−14	−14	200
Deposits with finance houses	19	52	−21	−17	−101	33	25	44	8	—	7	10	−13	49	−3	11
Deposits with building societies	—	2	−2	3	−1	−1	—	3	—	—	—	—	—	—	—	3
Negotiable certificates of deposit (sterling and dollar)	−1	121	231	−47	−144	−12	30	−17	−6	4	16	16	3	33	14	−67
British government securities	−22	−13	16	39	−39	92	123	84	41	39	2	41	12	35	17	20
Local authority bills and temporary money	−32	61	55	121	−120	22	43	−62	−31	22	−19	71	10	−53	−13	−6
Local authority mortgages and loans	−14	—	14	−10	15	−1	11	10	−2	−11	5	19	23	−8	11	−16
Other current assets [9]	6	−1	−4	−23	7	92	−69	272	−3	−10	26	−82	13	17	205	37
Total current assets [4]	−82	362	645	495	−291	663	379	805	106	−11	290	−6	209	−52	286	362
Current liabilities																
Advances and loans from banks and other financial institutions in the UK:																
Deposit banks/clearing banks [5 6]	64	−246	162	611	765	−558	405	−206	−53	261	−137	363	−158	20	−123	55
Other banks [5 6]	247	115	20	306	913	−100		133		−123	98	−4	17	61	145	−90
Other financial institutions [7]	60	−21	27	9	30	9	−49	7	−1	−6	3	−45	8	7	10	−18
Total current liabilities [4]	371	−153	209	924	1 708	−649	356	−66	−54	133	−37	314	−134	89	32	−53
Net current assets	−453	515	436	−429	−1 999	1 312	23	871	160	−144	327	−320	343	−141	254	415
SEASONALLY ADJUSTED																
Total current assets									158	−7	180	48	253	−41	159	434
Total current liabilities									−129	139	27	319	−195	89	96	−56
Net current assets									287	−146	153	−271	448	−130	63	490

[1] and [4] to [7]: see Table 1. [9] For 1970 to 1973, includes tax reserve certificates in addition to the assets listed in note 3 to table 1.

Table 3 Holdings of current assets and liabilities by manufacturing and non-manufacturing survey companies[1]: amounts outstanding at end of period

£ million

	1975 4th qtr	1976 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr	1977 4th qtr
MANUFACTURING COMPANIES											
Number of companies [2]	145	143	143	143	143	143	143	143	143	143	143
NOT SEASONALLY ADJUSTED											
Total current assets [4]	1 264	1 260	1 374	1 517	1 709	1 775	1 762	1 879	1 966	2 144	2 311
Total current liabilities [4]	2 059	2 053	1 959	2 060	2 039	2 305	2 134	2 064	2 205	2 230	2 273
Net current assets	−795	−793	−585	−543	−330	−530	−372	−185	−239	−86	38
Liquidity ratio (per cent) [8]	61	61	70	74	84	77	83	91	89	96	102
NON-MANUFACUTURING COMPANIES											
Number of companies [2]	69	68	68	68	68	68	67	67	67	67	67
NOT SEASONALLY ADJUSTED											
Total current assets [4]	1 382	1 382	1 374	1 220	1 319	1 246	1 258	1 349	1 211	1 318	1 514
Total current liabilities [4]	1 321	1 321	1 361	1 392	1 377	1 425	1 331	1 267	1 214	1 222	1 126
Net current assets	61	61	13	−172	−58	−179	−73	82	−3	96	388
Liquidity ratio (per cent) [8]	105	105	101	88	96	87	95	106	100	108	134

See notes [1, 2, 4] and [8] to table 1.

of £153 million in the previous quarter on an unadjusted basis. For the mainly non-manufacturing companies, the table shows that total current assets rose by £196 million and total current liabilities fell by £96 million, giving a rise in net current assets of £292 million, compared with a rise of £99 million in the previous quarter. During 1977 as a whole, the net current assets of the manufacturing companies rose by £410 million, following rises of £263 million in 1976 and £1,183 million in 1975; the net current assets of the non-manufacturing companies rose by £461 million in 1977, following a fall of £240 million in 1976 preceded by a rise of £128 million in 1975.

Charts 2 and 3, which are not seasonally adjusted but which have been adjusted to make the results comparable over the whole period of the survey, show that the total current assets of the manufacturing companies have risen steadily since the beginning of 1975 and that their total current liabilities fell steadily from early 1975 until the first quarter of 1976 and have since generally risen, though there was a slight fall in the first quarter of 1977. For the non-manufacturing companies the charts show that both total current assets and total current liabilities have remained relatively level since the beginning of 1975, though their current assets have risen since mid-1977 and their current liabilities generally rose during 1976 and have generally fallen since the beginning of 1977. For both types of company, the level of total current liabilities since the beginning of 1975 may have been affected by possible switching from short-term to longer-term borrowing, which, as mentioned in the notes at the end of this article, has not been covered by the survey since the beginning of 1975.

Changes in the composition of holdings

The main rises in current assets in the fourth quarter of 1977 came in holdings of bank deposits. The companies' deposits with clearing banks rose by about £180 million and their deposits with other banks rose by £200 million. Their holdings of other current assets (which include notes and coin, Treasury bills, and tax deposits) rose by £37 million, following a rise of over £200 million in the previous quarter. The only substantial fall was that of £67 million in holdings of negotiable certificates of deposit, the first fall in these holdings since early 1976. Other changes on the assets side were relatively small. For 1977 as a whole, there were substantial increases in bank deposits and in other current assets, with partially off-setting movements in the other types of asset.

On the liabilities side, borrowing from clearing banks rose by £55 million and borrowing from other banks fell by £90 million, tending to offset the changes in the previous quarter when borrowing from clearing banks fell by £123 million and borrowing from other banks rose by £145 million. At the end of the fourth quarter, borrowing from clearing banks accounted for about 51 per cent of total current liabilities and borrowing from other banks for about 47 per cent. Borrowing from other financial institutions, a relatively minor source, fell slightly in the fourth quarter of 1977 following rises in the three preceding quarters. For 1977 as a whole, there was a small fall in current liabilities, with a switch from borrowing from clearing banks to borrowing from other banks.

Notes

Over 200 of the largest United Kingdom industrial and commercial companies contribute to this survey, which covers certain assets and liabilities in the United Kingdom that can be realised or that are due to be paid, formally at least, within 12 months. An article describing the background to the survey, and reviewing the results since its start at the beginning of 1970, was published in *Economic Trends* for November 1974. A further article, in the May 1977 issue of *Economic Trends*, compared the results of the survey with those for all industrial and commercial companies up to the end of 1976.

The companies taking part are not a representative sample of industrial and commercial companies. Not all large companies are included and no small ones.

Another important limitation is that the results can give only part of the complete financial picture that would be given by the full sources and uses of funds account. This applies, in particular, to the two summary measures of liquidity, net current assets and the liquidity ratio, as the article in the November 1974 issue of *Economic Trends* explains. Furthermore, these measures, and the results as a whole, are aggregates for the survey group and they mask wide variation in the financial positions of individual companies.

During the survey some companies have ceased to reply. The results are therefore based on a different number of companies each quarter. In the tables with this article, estimates are included until the end of the year for holdings of companies that ceased to reply during the year, except for companies that ceased to reply because they had amalgamated with other companies in the survey. There have also been some other changes in coverage within companies at the end of 1976, to make the coverage of the liquidity survey as far as possible the same as the coverage of the survey of sources and uses of company funds, which is being started. Two sets of figures are given for the fourth quarters of 1975 and 1976 in tables 1 and 3 to show the effects of these various changes.

At the beginning of 1975, the definition of current liabilities was clarified and companies were asked to exclude all advances and loans with an initial loan term of over 12 months. At the beginning of 1976, five banks that were deposit banks were re-grouped with other banks and the remainder of the group has been renamed clearing banks to conform with the reclassification of banks made by the Bank of England in 1975. Total figures for deposits with banks and borrowing from banks are given in the second set of figures for the fourth quarter of 1975 to avoid any possibility of disclosure of individual company holdings as a result of this change.

Inquiries: Departments of Industry, Trade and Prices and Consumer Protection, Economics and Statistics Division 6a, Room 248, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5538.

Index of industrial production for Scotland: third quarter 1977

The seasonally adjusted index of industrial production for Scotland for the third quarter of 1977 is provisionally estimated at 106.7 (1970 = 100), the same as in the previous quarter. The level of output for the third quarter was half a per cent higher than a year earlier, although for the first three quarters of 1977 taken together output was little different from the corresponding period in 1976.

By comparison industrial output in the UK rose slightly between the second and the third quarter and was 1 per cent higher than in the same quarter one year earlier.

In this article a separate index showing the performance of all industries less the production relating to the exploration and extraction of petroleum and natural gas has been introduced for the first time. This permits a more satisfactory comparison of domestic industrial activity in Scotland and the UK. Whereas the comparison of movement between second and third quarters of 1977 is unaffected, the comparison over the year to the third quarter of 1977 suggests that change in industrial output in Scotland and the UK was very similar, with the estimated Scottish increase only marginally greater than that for the UK.

Analysis by industry

The output in the third quarter of 1977 for mining and quarrying, construction, and gas, electricity and water showed an increase over the second quarter; together these offset the decrease in the manufacturing industries output. The output for gas, electricity and water in particular showed a 13 per cent increase over the same quarter a year earlier, with an underlying rise in demand inflated by poorer weather in the third quarter of 1977.

Increases in manufacturing output in Scotland in the third quarter of 1977 were recorded in mechanical and instrument engineering (up 1 per cent) and in bricks, cement, pottery and glass grouping (up 6 per cent), the increase in the latter being mainly attributable to the glass industry. The main decreases of output in the third quarter were in chemicals, coal and petroleum products (down 3 per cent), metal manufacture (down 4 per cent), and paper, printing and publishing (down 2 per cent). The decrease in the chemicals, coal and petroleum products was mainly due to a fall in output in soap and detergents, and the synthetic resins, plastic materials and synthetic rubber industries. In shipbuilding, marine engineering and vehicles a fall in vehicle production was the main element in the decrease of output.

Market sector analysis

The market sector analysis of Scotland's industrial production shows that there was a rise in output of durable consumer goods and intermediate goods between the second and third quarters of 1977, whereas output of investment goods and consumer non-durables fell back a little. In the third quarter of 1977, output of investment goods and intermediate goods were both 1 per cent higher than a year earlier.

Notes

The index of industrial production for Scotland (based on 1970 = 100) was first published in the *Scottish Economic Bulletin* no. 10 in July 1976. In the accompanying article, a number of subsequent developments was foreshadowed. Earlier this year, the index was linked back to indices for the pre-1970 period and the introduction of seasonally adjusted indices in this article represents a further stage in that programme. Prior to rebasing the index to 1975 (probably in early 1979), it will be necessary to reconsider some of the links adopted for 1972 and 1973 in the light of the 1973 annual census of production, and it is also hoped to take steps to improve the coverage in certain industries.

The commentary refers to the seasonally adjusted index. Seasonal adjustment removes fluctuations from quarter to quarter within a year resulting from holidays, general weather conditions, and other seasonal influences on industrial activity. For the current and subsequent years it will be necessary to amend the seasonally adjusted index numbers when the fourth quarter information becomes available to allow the seasonally adjusted average for the year to be set equal to the unadjusted index series. The UK index uses monthly seasonal adjustments while the Scottish index uses quarterly seasonal adjustment which may affect the comparisons between them.

Over half of the index of production is derived from sales and production values which are revalued to 1970 prices. When the rate of change over a period is large or is changing rapidly the problems associated with this

Table 1 Index of industrial production for Scotland: quarterly results

Industrial analysis seasonally adjusted (1970 = 100)

1968 SIC	Total all industries	All industries less MLH104 [1]	Total all manufacturing industries	Manufacturing industry: Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacturing	Engineering and allied industries	Textiles, leather and clothing	Other manufacturing	Mining and quarrying	Construction	Gas, electricity and water
Weight per 1 000	1 000	1 000	729	170	55	53	270	67	114	30	170	71
1971	98.9	98.9	98.4	105	110	88	93	103	97	107	100	100
1972	100.8	100.8	99.5	109	122	86	90	107	100	95	104	110
1973	109.6	109.4	108.4	114	124	96	100	117	112	106	108	126
1974	108.0	107.7	109.2	119	134	90	105	106	102	98	98	123
1975	106.0	105.6	104.8	118	114	75	107	101	92	110	103	123
1976	106.9	106.4	106.8	118	139	105	73	107	94	106	97	130
1976												
1st qtr	106.4	105.9	105.2	116	131	72	105	103	95	112	100	130
2nd	106.8	106.4	106.5	119	142	72	104	105	93	108	98	129
3rd	106.1	105.6	106.8	118	142	73	104	108	94	102	94	128
4th	108.2	107.8	109.0	119	143	74	108	112	94	103	96	131
1977												
1st qtr	107.0	106.4	107.7	118	136	76	106	115	94	104	91	138
2nd	106.7	106.2	106.8	117	138	74	105	109	93	99	95	138
3rd	106.7	106.2	105.8	117	134	71	104	108	94	100	96	145
Percentage change												
Q3 1977 on Q2 1977	0	0	−0.9	0	−3	−4	−1	−1	+1	+1	+1	+5
Q3 1977 on Q3 1976	+0.6	+0.6	−0.9	−1	−6	−3	0	0	0	−2	+2	+13

Index of industrial production for the UK: quarterly results

Industrial analysis seasonally adjusted (1970 = 100)

Weight per 1 000	1 000	999	745	84	65	57	319	76	144	37	146	72
1971	100.3	100.2	99.4	101	102	91	99	102	101	100	103	104
1972	102.5	102.4	102.0	105	108	91	99	104	107	84	105	112
1973	109.9	109.8	110.5	109	120	100	107	110	119	93	107	118
1974	106.9	106.8	108.9	110	125	92	108	103	112	79	98	119
1975	101.5	101.5	102.2	109	113	79	103	100	102	86	93	121
1976	102.0	101.6	103.1	111	124	85	99	102	106	89	89	124
1976												
3rd qtr	101.5	101.1	103.4	112	125	86	98	102	107	87	86	120
4th	103.0	102.3	104.5	112	128	85	99	104	109	94	87	125
1977												
1st qtr	103.3	102.4	105.3	114	130	84	100	105	110	103	81	128
2nd	102.0	101.0	102.9	112	128	80	99	99	105	104	82	132
3rd	102.5	101.5	103.6	111	128	83	99	101	107	105	84	128
Percentage change												
Q3 1977 on Q2 1977	+0.5	+0.5	+0.7	−1	0	+4	0	+2	+2	+1	+2	−3
Q3 1977 on Q3 1976	+1.0	+0.4	+0.2	−1	+2	−3	+1	−1	0	+21	−2	+7

[1] Petroleum and natural gas industry MLH 104, covers exploration for, and extraction of, mineral oil and natural gas and also the stabilisation, separation and storage of these products.

revaluation become more serious. For this reason the estimates for periods since about the end of 1973 should be regarded as subject to wider margins of error than in earlier years.

Where the Scottish indices of production for the engineering and allied industries are derived from the BSO quarterly production inquiry returns, these have been deflated by revised price indices which incorporate an allowance for differing behaviour of import and export prices. They also take account of both the lag between order and delivery and the extent to which differing pricing methods are used by firms in the engineering industries. Further details of corresponding revisions, which were incorporated into the UK index of production in the previous quarter, are given in *Economic Trends*, May 1977, published by HMSO.

The construction indices published in this article have been substantially revised to take account of changes in the component series for 'other new work' which is supplied by the Department of the Environment. This has led to revision of the total all-industries index as previously published.

The results for the latest quarter should be treated with caution as they are liable to revision as later and fuller information becomes available.

Inquiries: 031-556 8400 ext. 5840.

Table 2 Index of industrial production: market sector analysis

Seasonally adjusted (1970 = 100)

1968 SIC	All industries other than construction	Consumer goods: Total	Consumer goods: Durable	Consumer goods: Non-durable	Investment goods	Intermediate goods
Weights per 1 000	830	271	42	229	220	339
1970	100.0	100.0	100	100	100.0	100.0
1971	98.8	105.6	110	105	90.1	98.9
1972	100.3	109.8	115	109	83.1	103.8
1973	109.8	118.2	119	118	96.0	112.0
1974	110.0	118.3	119	118	101.0	109.2
1975	106.6	114.4	103	116	105.0	101.6
1976	108.8	115.6	96	119	105.1	105.8
1976						
1st qtr	107.6	112.6	86	117	104.8	105.3
2nd	108.6	115.2	90	120	104.2	106.1
3rd	108.4	116.1	100	119	103.5	105.4
4th	110.7	118.6	106	121	107.9	106.3
1977						
1st qtr	110.3	118.3	104	121	105.0	107.4
2nd	109.3	116.3	98	120	105.6	106.0
3rd	109.2	116.3	99	120	104.6	106.5
Percentage changes						
Q3 1977 on Q2 1977	−0.1	0	+1	0	−0.9	+0.5
Q3 1977 on Q3 1976	+0.7	+0.2	−1	+1	+1.1	+1.0

Index of industrial production for the UK: market sector analysis

Seasonally adjusted (1970 = 100)

Weights per 1 000	850	250	61	189	238	362
1977						
1st qtr	107.2	116.4	116	116	99.0	106.2
2nd	105.4	113.3	110	115	97.9	105.0
3rd	105.8	115.2	113	116	97.8	104.7
Percentage changes						
Q3 1977 on Q2 1977	+0.4	+1.7	+3	+1	+0.1	−0.3
Q3 1977 on Q3 1976	+1.5	+1.5	0	+2	+0.6	+2.3

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5879. (Alternative no 01-215 5051.)

United Kingdom trade in the fourth quarter and year of 1977

In tables 2, 11 and 18 value and volume figures for trade less certain erratic items (ie North Sea installations, precious stones, ships and aircraft) are published for the first time (see note 2).

Table 1 Total trade: value, volume and unit value indices

Seasonally adjusted except unit values. Balance of payments basis

	Exports fob	Imports fob	Visible balance	Unit value indices (not seasonally adjusted) Exports	Imports	Terms of trade [1]	Volume indices Exports	Imports	Relative volume index [2]
	£m	£m	£m	1975 = 100	1975 = 100	1975 = 100	1975 = 100	1975 = 100	1975 = 100
1970	8 121	8 146	−25	50.5	40.6	124.4	79.5	80.2	99.1
1971	9 060	8 781	+279	53.3	42.4	125.7	84.6	83.3	101.6
1972	9 450	10 151	−701	56.3	44.7	126.0	84.5	92.4	91.5
1973	12 115	14 469	−2 354	63.3	57.1	110.9	96.8	105.6	91.7
1974	16 539	21 734	−5 195	81.8	88.5	92.4	103.9	107.9	96.3
1975	19 462	22 667	−3 205	100.0	100.0	100.0	100.0	100.0	100.0
1976	25 422	28 932	−3 510	120.6	121.9	98.9	109.9	105.5	104.2
1977	32 176	33 788	−1 612	142.4	141.4	100.7	118.9	107.0	111.1
1975									
1st qtr	4 674	5 586	−912	95.4	97.3	98.0	100.9	101.5	99.4
2nd	4 601	5 271	−670	97.7	97.9	99.8	97.0	96.0	101.0
3rd	4 844	5 836	−992	101.8	101.7	100.1	98.0	102.6	95.5
4th	5 343	5 974	−631	105.9	106.6	99.3	104.1	99.9	104.2
1976									
1st qtr	5 655	6 198	−543	109.7	109.9	99.8	106.2	100.3	105.9
2nd	6 171	7 080	−909	115.9	118.4	97.9	109.9	106.0	103.7
3rd	6 499	7 596	−1 097	122.9	124.5	98.7	110.0	108.3	101.6
4th	7 097	8 058	−961	130.2	133.8	97.3	113.5	107.3	105.8
1977									
1st qtr	7 502	8 449	−947	136.1	137.5	99.0	115.7	109.1	106.0
2nd	7 930	8 694	−764	141.7	141.3	100.3	118.0	109.8	107.5
3rd	8 540	8 486	+54	145.5	144.0	101.0	124.1	106.4	116.6
4th	8 204	8 159	+45	147.6	144.2	102.4	117.9	102.6	114.9
Percentage change									
Q4/Q3	−4	−4		+1½	—	+1½	−5	−3½	−1½
1977/76	+27	+17		+18	+16	+2	+8	+1½	+6½

[1] Export unit value index as percentage of import unit value index. [2] Export Volume Index as percentage of the import volume index.

Table 2 Value and volume of exports and imports excluding the more erratic items [1]

Seasonally adjusted. Balance of payments basis

	Exports fob Value	Exports fob Volume index	Imports fob Value	Imports fob Volume index	Relative volume index
	£m	1975 = 100	£m	1975 = 100	1975 = 100
1975	18 081	100.0	20 900	100.0	100.0
1976	23 468	109.4	27 039	106.9	102.3
1977	29 501	118.0	31 108	107.4	109.9
1976					
1st qtr	5 269	106.7	5 858	102.8	103.8
2nd	5 639	108.5	6 479	105.2	103.1
3rd	6 030	110.0	7 090	109.6	100.4
4th	6 530	112.5	7 612	110.0	102.3
1977					
1st qtr	6 929	115.1	7 927	111 1	103.6
2nd	7 276	117.2	7 734	106.8	109.7
3rd	7 792	122.7	7 909	108.2	113.4
4th	7 504	116.9	7 538	103.6	112.8
Percentage change					
Q4/Q3	−3½	−4½	−4½	−4½	−½
1977/76	+26	+8	+15	+½	+7½

[1] These are defined as ships, North Sea production installations, aircraft and precious stones.
See also note 2 on page 552.

Table 3 Trade in oil

Seasonally adjusted. Balance of payments basis

£ million

	Balance of visible trade	Exports Total	Exports Crude oil [1]	Exports Rest of division	Imports Total	Imports Crude oil			Imports Rest of division
	£m fob	£m fob	£m fob	£m fob	£m fob	£m fob	Million tonnes	Average value per tonne £ fob	£m fob
1970	−486	180	8	172	666	470	100.8	4.7	196
1971	−653	216	10	206	869	664	107.3	6.2	205
1972	−660	222	21	201	882	667	104.3	6.4	215
1973	−948	344	23	321	1,292	941	113.3	8.3	351
1974	−3 425	711	29	682	4 136	3 348	110.8	30.2	788
1975	−3 111	731	30	701	3 842	3 069	86.9	35.3	773
1976	−3 973	1 172	178	994	5 145	4 089	87.0	47.0	1 056
1977	−2 804	1 965	904	1 061	4 769	3 681	68.6	53.7	1 088
1975									
1st qtr	−771	178	7	171	949	762	22.7	33.8	187
2nd	−681	161	1	160	842	691	20.8	33.2	151
3rd	−786	193	6	187	979	799	22.8	35.0	180
4th	−873	199	16	183	1 072	817	20.6	39.6	255
1976									
1st qtr	−947	221	18	203	1 168	925	21.8	42.7	243
2nd	−968	266	24	242	1 234	962	21.1	45.8	272
3rd	−1 058	307	45	262	1 365	1 080	22.2	48.8	285
4th	−1 000	378	91	287	1 378	1 122	21.9	51.1	256
1977									
1st qtr	−800	454	163	291	1 254	1 006	19.1	53.0	248
2nd	−745	516	239	277	1 261	988	18.2	54.3	273
3rd	−602	560	300	260	1 162	880	16.2	54.3	282
4th	−657	435	202	233	1 092	807	15.1	53.2	285
Percentage change									
Q4/Q3		−22	−33	−10	−6	−8½	−7	−2	+1
1977/76		+68	+409	+6½	−7½	−10	−21	+14	+3

[1] Not seasonally adjusted.

Section 1 : Recent movements in visible trade – balance of payments basis

TOTAL TRADE AND OIL

see tables 1 to 3

Fourth quarter of 1977

In the fourth quarter of 1977 there was a visible trade surplus of £45 million similar to the surplus of £54 million in the previous quarter. There was, however, an underlying improvement in the balance between the quarters, since there was a reduction of £100 million in the surplus on trade in erratic items (ie North Sea installations, precious stones, ships and aircraft). In addition there was an increase of £55 million in the deficit on trade in oil.

Total exports were valued at £8,204 million, 4 per cent (£336 million) below the third quarter level, with shipments of erratic items down by £56 million. Also oil exports fell by £125 million. The value of imports at £8,159 million was also 4 per cent (£327 million) lower than in the previous quarter with imports of erratic items up by £44 million. In contrast imports of oil fell by £70 million. The values of both exports and imports in the fourth quarter were depressed by the effects of the United States East Coast docks strike in October and November.

The unchanged visible trade surplus between these quarters masked a 1½ per cent fall in the relative volume index as export volume fell by 5 per cent (by 4½ per cent excluding the more erratic factors) compared with a decrease of 3½ per cent in the import

volume index. This downturn in export volume, was from a relatively buoyant third quarter level, when our share of the value of world trade in manufactured goods had increased to 9½ per cent compared with 8½ per cent in the same quarter one year earlier. The fall in import volume was widespread across most of the major commodity groups, the exceptions being the consumer goods groups (ie road vehicles and other finished manufactures).

Exports of crude oil fell sharply from a high third quarter level while oil imports fell further to 15.1 million tonnes in the fourth quarter, the lowest quarterly volume level of the decade. Crude oil exports decreased to £202 million, a fall of 33 per cent on the third quarter level, and crude oil imports were valued at £807 million a decline of 8½ per cent. Trade in petroleum products as a whole was in deficit in the fourth quarter by £657 million compared with a deficit of £602 million in the previous quarter.

In the fourth quarter, the export unit value index increased by 1½ per cent while the import value index was little changed, reflecting the strengthening of sterling and some easing in world commodity prices; the terms of trade index rose by 1½ per cent.

Year 1977

In 1977 as a whole, the deficit on visible trade was £1,612 million, a reduction of £1,898 million compared with 1976. About two-thirds (£1,169 million) of this improvement was attributable to a fall in the deficit on trade in oil. But our non-oil balance also improved (by around £730 million) to a surplus of £1,192 million. This represents a marked turnround from the non-oil deficit of almost £1,800 million recorded in 1974. Total exports were valued at £32,176 million 27 per cent (£6,754 million) above last year's level while imports, at £33,788 million, rose by 17 per cent (£4,856 million).

The reduction in the visible trade deficit between these years was mainly attributable to a 6½ per cent increase in the relative volume index. The volume of exports rose by 8 per cent, with an 8 per cent rise too in the volume of manufactured exports, which was probably around twice the growth in world trade in manufactures as a whole. Imports volume was generally little changed during the course of 1977, reflecting the low level of UK demand. There was a 1½ per cent increase between the years, with the volume of finished manufactures, which were on a rising trend during 1977, 13 per cent higher than in 1976.

By the end of 1977 North Sea oil was supplying nearly half our domestic requirements. As a result, our deficit on trade in oil, which was close to £4,000 million in 1976, declined to around £2,800 million last year. This reduction in the deficit resulted mainly from a sharp increase in exports of crude oil (from under £200 million in 1976 to just over £900 million in 1977) and a lower level of crude oil imports which were down from 87.0 million to 68.6 million tonnes.

The export unit value index increased by 18 per cent in 1977 and import prices rose by 16 per cent (with falls during the second half of the year as sterling appreciated). The terms of trade index rose by 2 per cent.

AREA ANALYSIS

see table 4

Fourth quarter 1977

In the fourth quarter of 1977, although the deficit of our visible balance with the EEC worsened to £441 million, this was still well below the average quarterly deficit of the past three years. In this quarter there was a surplus of £48 million in our visible trade with the rest of Western Europe. Since the first quarter of 1975, the UK has generally been in surplus with this area except in quarters including high deliveries of North Sea installations; for example the second quarter of 1977. There was a deficit of £76 million with North America in the fourth quarter. While this is the lowest recorded quarterly deficit since the second quarter of 1973, the values of both exports and imports were depressed by the effects of the United States dock strike in October and November. The balance of trade with other developed countries deteriorated in the fourth quarter to a deficit of £110 million as exports fell and imports increased.

In contrast, with strongly rising exports and declining imports our balance of trade with the oil exporting countries showed a further improvement in the visible balance to a surplus of £396 million. Following a small surplus in the previous quarter there was a surplus of £193 million in the visible

Table 4 Trade by area

Seasonally adjusted. Balance of payments basis — £ million

	EEC			Rest of W. Europe			North America			Other developed countries		
	Exports	Imports	Visible balance	Exports	Imports	Visible balance	Exports	Imports	Visible balance	Exports	Imports	Visible balance
1970	2 347	2 303	+44	1 392	1 214	+178	1 221	1 705	−484	975	826	+149
1971	2 511	2 696	−185	1 519	1 401	+118	1 416	1 588	−172	1 077	854	+223
1972	2 835	3 419	−584	1 604	1 641	−37	1 553	1 632	−79	931	1 085	−154
1973	3 943	5 125	−1 182	2 055	2 332	−277	1 872	2 150	−278	1 208	1 413	−205
1974	5 581	7 608	−2 027	2 755	3 107	−352	2 260	2 956	−696	1 721	1 620	+101
1975	6 273	8 678	−2 405	3 086	3 141	−55	2 297	2 956	−659	1 846	1 860	−14
1976	9 027	11 109	−2 082	3 991	3 986	+5	3 068	3 883	−805	1 941	1 926	+15
1977	11 855	13 533	−1 678	4 871	4 635	+236	3 795	4 529	−734	2 089	2 456	−367
1975												
1st qtr	1 483	2 116	−633	766	763	+3	587	790	−203	477	443	+34
2nd	1 450	2 003	−553	735	720	+15	541	689	−148	457	478	−21
3rd	1 523	2 191	−668	779	890	−111	531	742	−211	445	450	−5
4th	1 817	2 368	−551	806	768	+38	638	735	−97	467	489	−22
1976												
1st qtr	1 944	2 357	−413	826	840	−14	685	797	−112	484	429	+55
2nd	2 210	2 847	−637	995	961	+34	763	956	−193	478	432	+46
3rd	2 306	2 762	−456	1 032	1 119	−87	803	1 042	−239	495	493	+3
4th	2 567	3 143	−576	1 138	1 066	+72	827	1 088	−261	484	572	−88
1977												
1st qtr	2 748	3 239	−491	1 209	1 147	+62	877	1 135	−258	521	614	−94
2nd	2 991	3 357	−366	1 216	1 357	−141	942	1 192	−250	523	650	−127
3rd	3 087	3 467	−380	1 299	1 032	+267	1 061	1 211	−150	538	574	−36
4th	3 029	3 470	−441	1 147	1 099	+48	915	991	−76	508	618	−110
Percentage change												
Q4/Q3	−2	—		−12	+6½		−14	−18		−5½	+7½	
1977/76	+31	+22		+22	+16		+23	+17		+7½	+28	

Table 4 *continued*

£ million

	Oil exporting countries			Rest of world			Total – all areas		
	Exports	Imports	Visible balance	Exports	Imports	Visible balance	Exports	Imports	Visible balance
1970	474	588	−114	1 712	1 510	+202	8 121	8 146	−25
1971	580	768	−188	1 957	1 474	+483	9 060	8 781	+279
1972	638	769	−131	1 889	1 605	+284	9 450	10 151	−701
1973	791	1 120	−329	2 246	2 329	−83	12 115	14 469	−2 354
1974	1 224	3 440	−2 216	2 998	3 003	−5	16 539	21 734	−5 195
1975	2 267	2 968	−701	3 693	3 064	+629	19 462	22 667	−3 205
1976	3 169	3 866	−697	4 216	4 162	+54	25 422	28 932	−3 510
1977	4 322	3 429	+893	5 244	5 206	+38	32 176	33 788	−1 612
1975									
1st qtr	482	753	−271	889	779	+110	4 674	5 586	−912
2nd	575	689	−114	863	688	+175	4 601	5 271	−670
3rd	584	778	−194	953	742	+211	4 844	5 835	−992
4th	626	748	−122	988	855	+133	5 343	5 974	−631
1976									
1st qtr	693	840	−147	1 019	903	+116	5 655	6 198	−543
2nd	748	910	−162	1 023	1 045	−22	6 171	7 080	−909
3rd	799	1 075	−276	1 041	1 056	−15	6 499	7 596	−1 097
4th	929	1 041	−112	1 133	1 158	−25	7 097	8 058	−961
1977									
1st qtr	1 005	928	+77	1 123	1 297	−174	7 502	8 449	−947
2nd	1 060	933	+127	1 269	1 288	−19	7 930	8 694	−764
3rd	1 121	828	+293	1 389	1 351	+38	8 540	8 486	+54
4th	1 136	740	+396	1 463	1 270	+193	8 204	8 159	+45
Percentage change									
Q4/Q3	+1½	−11		+5½	−6		−4	−4	
1977/76	+36	−11		+24	+25		+27	+17	

balance with the rest of the world, representing a return to the levels experienced in the middle of 1975.

Year 1977

In 1977 as a whole, although there was a deficit of £1,678 million on our visible balance with the EEC it represented an improvement for the second year running and was the lowest recorded deficit since 1973. There was a surplus of £236 million in our visible trade with the rest of western Europe and this too represented an improvement on our trading position with this area.

Our trading position with North America also improved in 1977 as the deficit on visible trade fell to £734 million although this was still higher than the deficits recorded in 1974 and 1975. In the last year, there was a marked worsening in our trade balance with other developed countries as a small surplus in 1976 turned to a deficit of £367 million in 1977, mainly as a result of sluggish exports.

Our exports to the oil exporting countries rose by 36 per cent in 1977 and our trade balance with these countries swung into a surplus of £893 million, a very sharp turnround from the deficit of £2,216 million in 1974. As in 1976 there was a small surplus on the visible balance with the rest of the world.

Section 2: Recent movements in exports and imports – overseas trade statistics basis

EXPORTS BY AREA

see tables 6 and 7

Fourth quarter 1977

In the fourth quarter of 1977 exports were valued at £8,491 million, seasonally adjusted, on an overseas trade statistics basis, 4 per cent less than in the third quarter. Deliveries to the developed countries fell by 6½ per cent and to the developing countries rose by 7 per cent, in comparison with the previous quarter.

UK exports to the EEC in the fourth quarter of 1977 fell slightly, by 1½ per cent, to £3,110 million after a considerable and steady rise over the year. Deliveries to both Belgium/Luxembourg and France rose by 4½ per cent; and exports to Italy rose by 2½ per cent back to the level of the second quarter and shipments to the Irish Republic were up by 1½ per cent. For all four countries there were general increases in most commodities during the final quarter with food and live animals predominating. Deliveries to the Netherlands fell by 12 per cent and to West Germany 6½ per cent (from a high third quarter level) in both cases reflecting lower exports of fuel during the period.

UK exports to the rest of Western Europe in the fourth quarter fell by 11 per cent to £1,342 million, almost wholly reflecting the export in the third quarter of two oil production platforms for fitting out. By country shipments to Switzerland rose by 21 per cent, following a fall in the third quarter (this pattern mainly reflected trade in precious stones). Exports to Spain rose by 18 per cent due mainly to increases in machinery and transport equipment. Shipments to Norway were roughly halved, but were little changed excluding the oil platforms. Exports to Sweden fell by 12 per cent and to Finland by 8 per cent.

UK exports to North America fell by 15 per cent to £922 million the lowest figure since the first quarter of 1977. The fall reflected lower shipments to the United States (which were down 18 per cent) as a result of the East Coast dock strike during October and November. Deliveries to Canada increased by 1 per cent, continuing the gradual increase over the previous three quarters.

Shipments to the other developed countries taken as a group, decreased by 5 per cent to £513 million, the lowest quarterly figure in 1977. Within this group, exports to Japan rose by 5½ per cent but deliveries to New Zealand, South Africa and Australia all fell – by 20 per cent, 16 per cent and 6½ per cent respectively.

Deliveries to the developing countries as a whole showed a further strong increase in the fourth quarter rising by 7 per cent to £2,372 million. Within the group, exports to the oil exporting countries were, however, little changed, although shipments to Iran recovered, rising by 22 per cent and deliveries

Table 5 Derivation of visible trade figures

Seasonally adjusted — £ million

	Exports			Imports				
	Overseas trade statistics basis fob	Valuation and coverage adjustments	Balance of payments basis fob	Overseas trade statistics basis cif	Freight insurance and other valuation adjustments	Coverage adjustments	Balance of payments basis fob	Visible balance
1970	8 170	−49	8 121	9 163	−901	−116	8 146	−25
1971	9 289	−229	9 060	9 980	−997	−202	8 781	+279
1972	9 906	−456	9 450	11 301	−1 033	−117	10 151	−701
1973	12 657	−542	12 115	16 067	−1 355	−243	14 469	−2 354
1974	16 820	−281	16 539	23 492	−1 582	−176	21 734	−5 195
1975	20 111	−649	19 462	24 423	−1 491	−265	22 667	−3 205
1976	26 024	−602	25 422	31 569	−1 944	−693	28 932	−3 510
1977	33 308	−1 132	32 176	36 996	−2 184	−1 024	33 788	−1 612
1975								
1st qtr	4 802	−128	4 674	6 002	−354	−62	5 586	−912
2nd	4 736	−135	4 601	5 660	−353	−36	5 271	−670
3rd	5 013	−169	4 844	6 281	−390	−55	5 836	−992
4th	5 560	−217	5 343	6 480	−394	−112	5 974	−631
1976								
1st qtr	5 784	−129	5 655	6 763	−423	−142	6 198	−543
2nd	6 303	−132	6 171	7 753	−480	−193	7 080	−909
3rd	6 617	−118	6 499	8 208	−518	−94	7 596	−1 097
4th	7 320	−223	7 097	8 845	−523	−264	8 058	−961
1977								
1st qtr	7 716	−214	7 502	9 169	−577	−143	8 449	−947
2nd	8 272	−342	7 930	9 601	−590	−317	8 694	−764
3rd	8 829	−289	8 540	9 239	−536	−217	8 486	+54
4th	8 491	−287	8 204	8 987	−481	−347	8 159	+45
Percentage change								
Q4/Q3	−4		−4	−2½			−4	
1977/76	+28		+27	+17			+17	

Table 6 Exports by area (summary)

Seasonally adjusted values. Overseas trade statistics basis — £ million fob

	Developed countries						Developing countries			
	Total	Total	EEC	Rest of W. Europe	North America	Other	Total	Oil exporting countries	Other	Centrally planned economies
1970	8 170	5 981	2 406	1 373	1 242	961	1 843	472	1 371	308
1971	9 289	6 752	2 722	1 520	1 447	1 064	2 218	585	1 633	285
1972	9 906	7 329	2 999	1 769	1 610	950	2 228	650	1 578	320
1973	12 657	9 572	4 106	2 293	1 954	1 220	2 628	809	1 819	413
1974	16 820	12 563	5 598	2 980	2 285	1 699	3 678	1 231	2 448	518
1975	20 111	14 125	6 490	3 385	2 370	1 880	5 260	2 292	2 968	667
1976	26 024	18 612	9 249	4 298	3 116	1 949	6 630	3 221	3 409	726
1977	33 308	23 689	12 128	5 594	3 863	2 104	8 613	4 368	4 245	910
1975										
1st qtr	4 802	3 434	1 527	823	604	479	1 207	490	717	157
2nd	4 736	3 302	1 508	782	555	457	1 278	577	701	161
3rd	5 013	3 449	1 577	856	553	464	1 342	591	750	179
4th	5 560	3 940	1 878	925	658	480	1 434	635	799	170
1976										
1st qtr	5 784	4 073	1 983	908	693	490	1 514	702	812	180
2nd	6 303	4 569	2 261	1 053	776	479	1 582	752	829	183
3rd	6 617	4 762	2 369	1 090	810	492	1 641	800	842	178
4th	7 320	5 208	2 636	1 247	837	488	1 893	967	926	186
1977										
1st qtr	7 716	5 539	2 813	1 300	902	525	1 925	1 026	899	207
2nd	8 272	5 972	3 044	1 446	957	525	2 103	1 074	1 029	245
3rd	8 829	6 290	3 161	1 506	1 083	541	2 213	1 132	1 081	258
4th	8 491	5 888	3 110	1 342	922	513	2 372	1 135	1 236	200
Percentage										
Q4/Q3	−4	−6½	−1½	−11	−15	−5	+7	+½	+14	−22
1977/76	+28	+27	+31	+30	+24	+8	+30	+36	+25	+25

Table 7 Exports by area (detail)

Seasonally adjusted values. Overseas trade statistics basis — £ million fob

	1976	1977					Percentage change	
	Year	Year	1st qtr	2nd qtr	3rd qtr	4th qtr	Q4/Q3	1977/76
Developed countries	18 612	23 689	5 539	5 972	6 290	5 888	−6½	+27
EEC	9 249	12 128	2 813	3 044	3 161	3 110	−1½	+31
Belgium and Luxembourg	1 406	1 841	429	472	460	480	+4½	+31
Denmark	657	800	186	206	206	203	−1½	+22
France	1 732	2 162	499	511	563	590	+4½	+25
Irish Republic	1 264	1 650	371	384	444	451	+1½	+30
Italy	830	983	255	244	239	245	+2½	+19
Netherlands	1 517	2 173	524	613	552	484	−12	+43
West Germany	1 843	2 518	571	586	702	658	−6½	+37
Rest of W. Europe	4 298	5 594	1 300	1 446	1 506	1 342	−11	+30
Finland	289	347	81	89	92	84	−8	+20
Norway	474	767	130	157	318	162	−49	+62
Spain	369	471	119	117	108	127	+18	+28
Sweden	1 052	1 201	309	311	308	273	−12	+14
Switzerland	1 004	1 437	353	419	300	363	+21	+43
North America	3 116	3 863	902	957	1 083	922	−15	+24
United States	2 465	3 127	730	773	891	733	−18	+27
Canada	630	713	167	178	183	185	+1	+13
Other	1 949	2 104	525	525	541	513	−5	+8
Australia	692	761	196	190	194	181	−6½	+10
Japan	359	470	113	109	121	128	+5½	+31
New Zealand	252	289	71	72	82	65	−20	+15
South Africa	645	584	140	145	162	136	−16	−9½
Developing countries	6 630	8 613	1 925	2 103	2 213	2 372	+7	+30
Latin America	759	971	185	214	301	271	−10	+28
Middle East and north Africa	2 983	3 863	903	918	998	1 044	+4½	+29
Iran	513	655	167	152	151	185	+22	+28
Israel	249	276	57	63	71	85	+20	+11
Saudi Arabia	409	601	140	148	152	162	+6½	+47
Rest	2 888	3 779	837	970	914	1 057	+16	+31
Brazil	174	246	42	46	69	89	+28	+41
India	207	278	67	70	67	75	+13	+34
Nigeria	775	1 079	236	284	276	283	+2½	+39
Centrally planned economies	726	910	207	245	258	200	−22	+25
Poland	190	200	54	52	47	47	−½	+5½
Soviet Union	240	347	60	91	124	73	−41	+45
Total	26 024	33 308	7 716	8 272	8 829	8 491	−4	+28
of which								
Oil exporting countries	3 221	4 368	1 026	1 074	1 132	1 135	+½	+36

to Saudi Arabia grew by 6½ per cent continuing the steady rise throughout the year. Exports to Nigeria were up by 2½ per cent, back to the high second quarter level. Elsewhere, shipments to Brazil increased by 28 per cent, to Israel by 20 per cent and to India by 13 per cent.

Exports to the centrally planned economies declined by 22 per cent in the fourth quarter; the lowest quarterly figure for the year. The decline resulted from a fall of 41 per cent in shipments to the Soviet Union from the high third quarter level. Deliveries to Poland were unchanged in the fourth quarter.

Year 1977

In 1977 as a whole, the value of exports was £33,308 million, on an overseas trade statistics basis, 28 per cent more than in 1976.

By area UK exports to the EEC rose by 31 per cent to £12,128 million. There was an increase in deliveries to all the EEC countries. Exports to the Netherlands and West Germany rose by 43 per cent and 37 per cent respectively mainly due to increased deliveries of cereals, petroleum and petroleum products and machinery and transport equipment. Shipments to Belgium and Luxembourg rose by 31 per cent with rises in precious stones, non-electrical machinery and road vehicles. Exports to the Irish Republic were 30 per cent higher in 1977 than in the previous year with a sharp increase in the value of live animals despatched; cereals and machinery exports also increased in value. The value of goods despatched to France rose by 25 per cent with higher deliveries of petroleum and petroleum products and of chemicals which increased by nearly a third in value. Goods delivered to Denmark rose by 22 per cent in value compared with 1976;

Table 8 Exports by commodity (summary) [1]

Seasonally adjusted values. Overseas trade statistics basis — £ million fob

					Manufactures[2]									
						Machinery and transport equipment[2]								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Other transport equipment [1 2]	Chemicals	Metals	Textiles	Other manufactures	Miscellaneous
SITC (Rev 2)		0+1	2+4	3	5-8	7	71-77	78	79	5	67-69	65	Rest of 6+8	9
1970	8 170	514	253	210	6 913	3 411	2 236	874	302	775	962	418	1 347	280
1971	9 289	588	263	239	7 936	4 007	2 624	1 036	348	873	1 007	444	1 605	263
1972	9 906	660	302	242	8 418	4 206	2 753	971	482	951	1 018	468	1 775	285
1973	12 657	876	397	374	10 638	4 981	3 270	1 169	542	1 257	1 313	629	2 458	373
1974	16 820	1 063	552	782	13 907	6 322	4 256	1 398	669	2 113	1 718	774	2 980	515
1975	20 111	1 428	530	827	16 655	8 431	5 782	1 854	795	2 145	1 849	729	3 501	672
1976	26 024	1 692	735	1 265	21 616	10 383	6 994	2 377	1 012	3 007	2 362	972	4 892	715
1977	33 308	2 217	895	2 078	27 172	12 680	8 337	2 871	1 473	3 821	2 879	1 193	6 599	945
1975														
1st qtr	4 802	353	129	212	3 949	1 923	1 315	435	172	552	476	179	820	148
2nd	4 736	297	127	185	3 950	2 049	1 399	451	198	500	460	169	801	164
3rd	5 013	376	127	206	4 162	2 140	1 485	482	173	511	448	181	836	172
4th	5 560	401	147	223	4 593	2 320	1 582	487	251	581	465	201	1 044	188
1976														
1st qtr	5 784	393	150	244	4 809	2 373	1 639	542	192	655	489	209	1 076	175
2nd	6 303	409	174	290	5 262	2 573	1 707	588	278	725	570	231	1 194	171
3rd	6 617	423	190	327	5 525	2 562	1 737	604	221	781	638	252	1 229	184
4th	7 320	469	221	403	6 019	2 874	1 910	644	320	846	665	280	1 393	186
1977														
1st qtr	7 716	494	228	482	6 263	2 863	1 925	669	270	879	699	298	1 543	214
2nd	8 272	539	218	547	6 754	3 105	2 063	723	319	946	751	295	1 693	243
3rd	8 829	591	232	588	7 189	3 394	2 128	736	530	1 029	742	309	1 634	244
4th	8 491	593	218	462	6 966	3 318	2 221	744	354	967	688	292	1 730	244
Percentage change														
Q4/Q3	−4	+½	−6	−21	−3	−2	+4½	+1	−33	−6	−7	−5½	+6	—
1977/76	+28	+31	+22	+64	+26	+22	+19	+21	+45	+27	+22	+23	+35	+32

[1] Not seasonally adjusted. [2] Includes North Sea installations.

Table 9 Exports by commodity (detail)

Seasonally adjusted values. Overseas trade statistics basis — £ million fob

	1976	1977					Percentage change	
	Year	Year	1st qtr	2nd qtr	3rd qtr	4th qtr	Q4/Q3	1977/76
Food, beverages and tobacco	1 692	2 217	494	539	591	593	+½	+31
Food and live animals	1 034	1 418	305	349	368	396	+7½	+37
Beverages and tobacco	658	799	188	190	223	197	−11	+21
Beverages	524	629	148	153	179	149	−17	+20
Basic materials	735	895	228	218	232	218	−6	+22
Crude materials	699	838	214	207	214	203	−5	+20
Textile fibres	226	269	72	66	66	65	−1½	+19
Fuels	1 265	2 078	482	547	588	462	−21	+64
Manufactures	21 616	27 172	6 263	6 754	7 189	6 966	−3	+26
Machinery and transport equipment	10 383	12 680	2 863	3 105	3 394	3 318	−2	+22
Machinery	6 994	8 337	1 925	2 063	2 128	2 221	+4½	+19
Power generating machinery	1 307	1 527	357	358	409	402	−1½	+17
Specialised machinery	1 819	2 037	468	520	499	550	+10	+12
Metal working machinery	291	325	76	81	84	84	+½	+12
General industrial machinery	1 327	1 642	386	408	411	437	+6½	+24
Office machinery	619	761	177	188	204	191	−6½	+23
Telecommunications equipment etc	627	713	159	179	176	198	+12	+14
Other electrical machinery	1 003	1 332	308	334	350	340	−2½	+33
Road vehicles	2 377	2 871	669	723	736	744	+1	+21
Other transport equipment[1]	1 012	1 473	270	319	530	354	−33	+45
Chemicals	3 007	3 821	879	946	1 029	967	−6	+27
Organic chemicals	704	832	208	195	215	213	−½	+18
Inorganic chemicals	338	524	99	143	159	123	−23	+55
Medicinal and pharmaceutical products	452	555	125	132	149	148	−½	+23
Plastics	517	619	147	158	161	153	−5	+20
Metals	2 362	2 879	699	751	742	688	−7	+22
Iron and steel	824	1 017	247	277	261	231	−11	+24
Non-ferrous metals	711	818	214	209	207	188	−9	+15
Miscelleneous metal manufactures	828	1 045	239	260	262	283	+8	+26
Textiles	972	1 193	298	295	309	292	−5½	+23
Other	4 892	6 599	1 543	1 693	1 634	1 730	+6	+35
Clothing and footwear	481	701	157	171	181	193	+7	+46
Instruments	749	925	217	217	241	250	+3½	+23
Miscellaneous	715	945	214	243	244	244	—	+32
Total	26 024	33 308	7 716	8 272	8 829	8 491	−4	+28

[1] Not seasonally adjusted.

increases were widespread with fuel exports up by 37 per cent. Exports to Italy rose by 19 per cent with greater deliveries of machinery and transport equipment but a fall in petroleum and petroleum products shipments.

In 1977 exports to the rest of western Europe rose by 30 per cent to £5,594 million. About half of the increase of 62 per cent in exports to Norway reflected the shipment of the two North Sea oil production installations. Deliveries to Switzerland increased by 43 per cent mainly due to increased exports of precious stones. Exports of electrical machinery and road motor vehicles to Spain doubled and were the main factors in the rise of 28 per cent in total shipments. Finland and Sweden received increased values in 1977 of 20 per cent and 14 per cent respectively, compared with 1976. Both these countries had higher deliveries of petroleum and petroleum products.

Deliveries to North America, at £3,863 million, were up by 24 per cent. Although exports to USA dropped in the fourth quarter of 1977 because of the East Coast dock strike, in last year as a whole the value of deliveries was 27 per cent higher, mainly due to increased exports of petroleum and petroleum products. Most of the increase of 13 per cent in exports to Canada was widespread among the commodity groups with the exception of the electrical machinery and transport commodity groups where there were falls.

The value of exports to the other developed countries rose by 8 per cent in 1977 as a whole to £2,104 million. The country with the biggest increase of UK exports was Japan with 31 per cent mainly due to increased deliveries of electrical machinery. Exports to New Zealand increased by 15 per cent and to

Table 10 Exports by commodity: volume indices

Seasonally adjusted. Overseas trade statistics basis — Indices 1975 = 100

					Manufactures[1]							
						Machinery and transport equipment[1 2]						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manufactures
SITC (rev 2)		0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6 + 8
Weights	1 000	71	26	41	828	419	287	92	107	92	36	174
1970	77.4	65	91	107	77	75	73	83	73	98	96	69
1971	84.2	70	92	108	85	82	81	90	79	105	101	80
1972	85.8	73	99	109	86	81	79	81	84	106	107	83
1973	97.8	88	103	114	98	90	89	90	103	121	124	98
1974	102.3	92	108	109	103	95	94	94	121	114	118	104
1975	100.0	100	100	100	100	100	100	100	100	100	100	100
1976	108.8	103	117	120	109	101	100	104	124	109	117	117
1977	118.9	111	125	164	118	105	102	105	141	117	120	135
1975												
1st qtr	100.4	103	97	107	100	98	97	101	104	107	98	100
2nd	96.7	85	95	94	98	101	101	100	93	102	95	94
3rd	98.1	105	97	99	98	99	101	100	95	95	100	93
4th	104.8	107	111	100	104	103	101	100	107	96	107	112
1976												
1st qtr	105.2	103	108	103	105	101	101	105	116	99	110	112
2nd	108.5	101	115	115	110	103	100	107	125	111	116	116
3rd	108.3	103	116	122	109	97	97	102	127	113	119	116
4th	113.1	107	129	139	112	104	101	103	129	111	122	124
1977												
1st qtr	115.1	108	131	155	113	100	98	103	131	115	125	133
2nd	118.7	109	118	170	118	105	102	106	141	121	120	136
3rd	123.9	114	130	183	123	110	103	105	150	120	122	131
4th	118.1	115	121	149	117	105	104	105	142	109	112	138
Percentage change												
Q4/Q3	−4½	+1	−7	−19	−4½	−4½	+1½	—	−5½	−9	−8	+6
1977/76	+9½	+7½	+7	+37	+8	+3½	+2	+½	+14	+7½	+2½	+15

[1] Includes North Sea installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Australia by 10 per cent in value, with both countries taking a higher value of shipments in most of the commodity groups. There was a fall in exports to South Africa of 9½ per cent in the whole of 1977, mainly in exports of machinery and transport equipment.

Within the developing countries, deliveries to the oil exporting countries rose by 36 per cent in 1977, to £4,368 million. Within this group the deliveries to Saudi Arabia rose by 47 per cent and to Nigeria 39 per cent. Deliveries to Iran were up by 28 per cent with a sharp increase in the export of food and live animals.

Exports to Israel increased by 11 per cent with increases in a number of commodity groups. Among the other developing countries shipments to Brazil and India rose 41 per cent and 34 per cent respectively, with increased deliveries of transport equipment to Brazil, and of basic materials and precious stones to India.

The value of exports to the centrally planned economies was £910 million in 1977. Deliveries to the Soviet Union rose by 45 per cent in value and to Poland 5½ per cent.

EXPORTS BY COMMODITY

see tables 8 to 12

Fourth quarter 1977

Exports of manufactured goods in the fourth quarter accounted for 82 per cent of total exports and at £6,966 million fell 3 per cent in value and 4½ per cent in volume by comparison with the previous quarter. Excluding erratic items value was down 3 per cent and volume 4½ per cent.

The value of machinery exports rose by 4½ per cent (to £2,221 million) in the fourth quarter with volume up by 1½ per cent. Within this broad category, there were rises in the value of exports of specialised machinery (10 per cent), general industrial machinery (6½ per cent) and telecommunications equipment (12 per cent). Elsewhere other machinery exports were generally lower. By market, within this category, exports of tractors and excavating, levelling machinery to the Irish Republic and Nigeria rose sharply. Deliveries of road vehicles increased marginally in value to £744 million with volume unchanged.

Chemical shipments in the fourth quarter of 1977 fell by 6 per cent in value, to £967 million, and by 5½ per cent in volume from the high levels of the previous quarter. The sharpest fall in this group was for inorganic chemicals which fell by 23 per cent. Shipments to the EEC, particularly France and the Irish Republic rose, elsewhere, deliveries to the developed countries and to the centrally planned economies fell sharply.

Shipments of metals and miscellaneous metal manufactures dropped 7 per cent in value (to £688 million) and 9 per cent in volume compared with the previous quarter. Both iron and steel and non-ferrous metals fell in value but miscellaneous metal manufactures increased.

Exports of textiles at £292 million were

Table 11 Exports: value and volume indices excluding the more erratic items

Seasonally adjusted. Overseas trade statistics basis

	Total[1]		Manufactures					
			Total[1]		Machinery and transport equipment[2]		Other manufactures[3]	
	Value	Volume	Value	Volume	Value	Volume	Value	Volume
	£m	1975 = 100	£m	1975 = 100	£m	1975 = 100	£m	1975 = 100
1975	18 480	100.0	15 024	100	7 662	100	2 640	100
1976	23 705	108.1	19 297	108	9 407	101	3 549	115
1977	29 852	116.8	23 717	115	11 245	102	4 578	128
1976								
1st qtr	5 321	105.5	4 346	106	2 193	102	793	111
2nd	5 685	107.0	4 644	108	2 309	102	841	111
3rd	6 087	108.7	4 996	110	2 352	98	909	116
4th	6 612	111.3	5 311	110	2 553	101	1 006	121
1977								
1st qtr	7 008	113.9	5 555	112	2 595	99	1 102	128
2nd	7 356	116.0	5 837	115	2 792	103	1 090	124
3rd	7 889	121.5	6 249	120	2 885	104	1 203	132
4th	7 600	115.9	6 075	114	2 974	104	1 184	129
Percentage change								
Q4/Q3	−3½	−4½	−3	−4½	+3	+½	−1½	−2
1977/1976	+26	+8	+23	+6	+20	+1½	+29	+12

[1] As in table 8 but excluding ships, North Sea production installations, aircraft and precious stones. [2] As in table 8 but excluding ships, North Sea production installations and aircraft. [3] As in table 8 but excluding precious stones.
See also note 2 on page 552.

Table 12 Exports by commodity: unit value indices

Not seasonally adjusted. Overseas trade statistics basis — Indices 1975 = 100

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures							
						Machinery and transport equipment[1]						
					Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manufactures
SITC (rev 2)		0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6 + 8
1970	50.5	56	51	23	52	52	52	53	48	51	57	55
1971	53.2	60	53	26	55	56	55	59	50	51	58	57
1972	56.2	64	57	26	58	60	59	62	51	51	58	61
1973	63.2	71	72	38	64	65	64	67	55	59	69	71
1974	81.7	83	91	87	81	78	78	79	82	84	90	82
1975	100.0	100	100	100	100	100	100	100	100	100	100	100
1976	120.7	115	124	126	121	122	122	123	114	119	115	124
1977	142.5	137	144	150	143	149	148	152	128	136	139	142
1975												
1st qtr	95.4	95	100	95	95	94	94	94	100	97	99	93
2nd	97.6	97	100	94	98	97	97	98	101	98	98	97
3rd	101.9	100	98	99	102	103	103	105	100	102	99	103
4th	105.9	103	98	107	106	108	109	106	102	107	102	106
1976												
1st qtr	109.8	107	107	114	110	112	113	110	106	109	105	110
2nd	116.1	114	119	121	116	118	119	118	110	112	110	118
3rd	123.0	117	132	127	123	125	125	127	116	123	117	123
4th	130.4	125	138	136	130	132	132	135	123	131	127	131
1977												
1st qtr	136.2	131	143	144	136	139	139	142	127	133	133	137
2nd	142.0	140	152	149	142	145	144	150	129	137	137	146
3rd	145.7	143	146	153	146	152	151	155	130	136	142	147
4th	147.5	140	139	150	149	157	156	160	131	137	145	145
Percentage change												
Q4/Q3	+1	−2	−5	−2	+2	+3½	+3	+3½	+½	+1	+2	−1½
1977/76	+18	+19	+16	+19	+18	+21	+21	+23	+13	+14	+21	+14

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 13 Imports by area (summary)

Seasonally adjusted values. Overseas trade statistics basis — £ million cif

		Developed countries					Developing countries			
	Total	Total	EEC	Rest of W. Europe	North America	Other	Total	Oil exporting countries	Other	Centrally planned economies
1970	9 163	6 549	2 485	1 323	1 878	864	2 203	833	1 370	389
1971	9 980	7 164	2 985	1 479	1 752	947	2 420	1 069	1 351	376
1972	11 301	8 379	3 586	1 845	1 807	1 142	2 469	1 040	1 429	432
1973	16 067	11 885	5 291	2 735	2 394	1 465	3 563	1 507	2 056	595
1974	23 492	16 241	7 799	3 491	3 269	1 683	6 485	3 815	2 670	744
1975	24 423	17 625	8 876	3 594	3 238	1 917	6 022	3 288	2 734	738
1976	31 569	22 569	11 510	4 645	4 280	2 134	7 860	4 296	3 564	1 109
1977	36 996	27 420	14 161	5 582	4 997	2 680	8 167	3 804	4 362	1 357
1975										
1st qtr	6 002	4 349	2 171	849	864	465	1 527	833	695	180
2nd	5 660	4 101	2 067	784	759	491	1 385	761	624	164
3rd	6 281	4 516	2 219	1 014	812	472	1 533	864	669	182
4th	6 480	4 659	2 420	948	802	489	1 576	830	746	212
1976										
1st qtr	6 763	4 788	2 458	1 001	877	451	1 682	924	759	254
2nd	7 753	5 633	2 953	1 116	1 060	503	1 883	999	884	301
3rd	8 208	5 780	2 835	1 247	1 134	564	2 100	1 177	923	270
4th	8 845	6 369	3 264	1 280	1 209	616	2 195	1 196	999	284
1977										
1st qtr	9 169	6 608	3 380	1 300	1 259	668	2 157	1 032	1 125	302
2nd	9 601	7 212	3 551	1 647	1 309	705	2 117	1 030	1 087	342
3rd	9 239	6 767	3 601	1 218	1 328	620	2 065	924	1 141	371
4th	8 987	6 833	3 629	1 416	1 101	687	1 828	819	1 009	342
Percentage change										
Q4/Q3	−2½	+1	+1	+16	−17	+11	−11	−11	−12	−8
1977/76	+17	+21	+23	+20	+17	+26	+4	−11	+22	+22

5½ per cent lower in value mainly attributable to lower volumes. Deliveries to the EEC were lower, though increased value shipments were recorded to France and the Irish Republic.

The value of other manufactured goods rose by 6 per cent in value to £1,730 million with volume up by the same amount. Excluding precious stones, however, value fell by 1½ per cent and volume by 2 per cent. By market, higher value shipments were made to Belgium and Luxembourg and also Switzerland. The value of clothing and footwear despatched rose by 7 per cent, continuing a trend evident throughout the year. Exports of clothing and footwear to the developed world and particularly to North America eased during the fourth quarter. Exports of professional and scientific instruments rose 3½ per cent in value, continuing the upturn shown in the third quarter of the year. Within non-manufactured goods exports of food, beverages and tobacco were little changed in value; shipments of food and live animals rose by 7½ per cent, but exports of beverages and tobacco were down by 11 per cent with beverages falling by 17 per cent (perhaps partly reflecting the United States dock strike). For both these groups of commodities taken together a rise of 1 per cent in volume was recorded. Whisky exports rose strongly to the EEC and fell to the USA. Increases were also recorded to the smaller markets in Latin America. Basic material exports fell by 6 per cent in value and 7 per cent in volume. Some recovery in the value of shipments to western Europe was recorded but elsewhere they were generally lower.

Fuel exports fell by 21 per cent in value, entirely due to lower volumes. Crude petroleum, which accounted for nine-tenths of fuel exports, was the commodity mainly responsible for this change. Major markets were France, Germany and the USA, which together took over half of the fourth quarter's crude oil exports.

Table 14 Imports by area (detail)

Seasonally adjusted values. Overseas trade statistics basis — £ million cif

	1976	1977					Percentage change	
	Year	Year	1st qtr	2nd qtr	3rd qtr	4th qtr	Q4/Q3	1977/76
Developed countries	22 569	27 420	6 608	7 212	6 767	6 833	+1	+21
EEC	11 510	14 161	3 380	3 551	3 601	3 629	+1	+23
Belgium and Luxembourg	1 303	1 686	399	429	420	438	+4½	+29
Denmark	708	816	201	210	205	199	−2½	+15
France	2 112	2 689	592	651	726	720	−1	+27
Irish Republic	1 052	1 295	311	312	351	321	−8½	+23
Italy	1 110	1 543	356	385	395	407	+3	+39
Netherlands	2 456	2 530	684	645	592	610	+3	+3
West Germany	2770	3 602	837	859	947	959	+1½	+30
Rest of W. Europe	4 645	5 582	1 300	1 647	1 218	1 416	+16	+20
Finland	562	595	150	159	144	142	−1½	+6
Norway	625	853	138	405	140	171	+23	+37
Sweden	1 194	1 270	321	317	310	322	+4	+6½
Switzerland	967	1 333	293	382	277	381	+38	+38
North America	4 280	4 997	1 259	1 309	1 328	1 101	−17	+17
United States	3 100	3 729	921	1 007	991	809	−18	+20
Canada	1 165	1 230	332	294	322	282	−12	+5½
Other	2 134	2 680	668	705	620	687	+11	+26
Australia	393	346	94	95	83	74	−10	−12
Japan	797	1 065	262	275	267	262	−2	+34
New Zealand	330	384	96	91	100	96	−4	+16
South Africa	615	885	200	259	177	249	+40	+44
Developing countries	7 860	8 167	2 157	2 117	2 065	1 828	−11	+4
Latin America	708	769	216	192	186	175	−6	+8½
Middle East and north Africa	4 188	3 942	1 036	1 077	964	864	−10	−6
Iran	1 048	792	279	211	146	157	+7½	−24
Kuwait	587	555	145	157	146	106	−27	−5½
Saudi Arabia	986	1 133	273	317	271	271	—	+15
Rest	2 963	3 456	905	848	915	788	−14	+17
Nigeria	323	237	90	46	56	45	−19	−26
Centrally planned economies	1 109	1 357	302	342	371	342	−8	+22
Soviet Union	645	781	186	193	228	174	−24	+21
Total	31 569	36 996	9 169	9 601	9 239	8 987	−2½	+17
of which								
Oil exporting countries	4 296	3 804	1 032	1 030	924	819	−11	−11

Year 1977

In 1977 as a whole the value of exports was £33,308 million, on an overseas trade statistics basis, 28 per cent more than in 1976, with volume up by 9½ per cent and the unit value index by 18 per cent.

In the year the value of manufactured goods exported was £27,172 million, a rise of 26 per cent on 1976, two-thirds of which reflected higher export prices. The volume of manufactures exported increased by 8 per cent, following the 9 per cent rise in the previous year. Although the volume of shipments fell in the fourth quarter, the high third quarter helped to produce a 4 per cent increase between the two half-years. In value terms machinery exports rose by 19 per cent,

Table 15 Imports by commodity (summary)

Seasonally adjusted values. Overseas trade statistics basis — £ million cif

				Industrial materials				Finished manufactures [1]						
									Machinery and transport equipment [1]					
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other transport equipment [1 2]	Other	Miscellaneous
SITC (Rev 2)		0+1	3	2, 4 5, 6	2+4	5	6	7+8	7	71-77	78	79	8	9
1970	9 163	2 047	950	3 859	1 362	533	1 964	2 175	1 599	1 192	174	233	576	131
1971	9 980	2 176	1 253	3 840	1 278	549	2 013	2 558	1 860	1 274	283	303	698	153
1972	11 301	2 356	1 247	4 286	1 330	631	2 325	3 267	2 399	1 586	498	316	868	145
1973	16 067	3 094	1 733	6 235	1 977	862	3 396	4 798	3 506	2 414	668	424	1 291	208
1974	23 492	3 762	4 644	8 909	2 583	1 523	4 803	5 749	4 141	3 002	669	471	1 608	428
1975	24 423	4 335	4 316	8 331	2 233	1 350	4 748	6 906	5 042	3 338	910	794	1 864	535
1976	31 569	4 983	5 669	11 245	3 248	1 924	6 073	9 225	6 755	4 305	1 432	1 019	2 470	447
1977	36 996	5 945	5 252	13 491	3 612	2 365	7 513	11 803	8 780	5 298	2 133	1 349	3 023	505
1975														
1st qtr	6 002	1 068	1 059	2 127	582	353	1 193	1 593	1 160	803	208	149	433	174
2nd	5 660	983	954	1 955	542	303	1 109	1 632	1 194	806	227	161	438	131
3rd	6 281	1 118	1 104	2 045	531	313	1 201	1 878	1 405	829	230	347	473	117
4th	6 480	1 166	1 198	2 204	578	380	1 246	1 802	1 282	900	245	137	520	113
1976														
1st qtr	6 763	1 081	1 282	2 409	678	413	1 319	1 855	1 310	899	271	141	544	103
2nd	7 753	1 245	1 381	2 706	768	472	1 466	2 336	1 745	1 026	333	386	591	117
3rd	8 208	1 261	1 491	2 910	872	497	1 541	2 390	1 754	1 122	391	240	636	117
4th	8 845	1 396	1 514	3 221	930	543	1 747	2 645	1 946	1 257	437	251	699	110
1977														
1st qtr	9 169	1 502	1 375	3 358	981	604	1 773	2 739	1 995	1 285	485	225	744	119
2nd	9 601	1 561	1 377	3 462	888	593	1 981	3 086	2 346	1 297	496	553	741	122
3rd	9 239	1 547	1 278	3 324	897	599	1 828	2 964	2 204	1 369	555	280	760	141
4th	8 987	1 336	1 223	3 346	847	569	1 931	3 014	2 236	1 347	598	291	778	123
Percentage change														
Q4/Q3	−2½	−14	−4½	+½	−5½	−5	+5½	+1½	+1½	−1½	+7½	+4	+2½	−13
1977/76	+17	+19	−7½	+20	+11	+23	+24	+28	+30	+23	+49	+32	+22	+13

[1] Includes North Sea installations. [2] Not seasonally adjusted.

with volume up by 2 per cent. By value exports of electrical machinery increased by 25 per cent, office machinery by 23 per cent and non-electrical machinery by 17 per cent. Within non-electrical machinery, the specialised and metal-working machinery grew relatively slowly at 12 per cent while general industrial machinery performed better showing twice this rate of increase. Telecommunications, sound recording and reproducing apparatus rose by 14 per cent but other electrical machinery produced the biggest rise of 33 per cent. By value, shipments of road vehicles increased by 21 per cent last year, but volume was little changed.

The value of exports of chemicals rose by 27 per cent with volume and price contributing equally. Inorganic chemicals showed the largest increase in value – 55 per cent – up to three times the growth shown by the other sectors. The increase was widely spread among major markets.

The value of textile exports grew by 23 per cent in 1977 but volume rose by only 2½ per cent following the large increase in 1976. Exports to the EEC, which took 39 per cent of UK textile exports last year, grew by 28 per cent with the largest growth going to West Germany. North America was also an expanding market.

Export of metals and miscellaneous metal manufactures rose by 22 per cent in value in 1977, with volume up by 3½ per cent but still below their 1973 level. By value deliveries of non-ferrous metal increased by 15 per cent, while the other sectors rose by a quarter. Precious stones, with a 51 per cent increase, contributed strongly to the 35 per cent increase in the value of other manufactures deliveries; and exports of clothing and footwear together rose by 46 per cent. In volume terms, exports of other manufactures were up by 15 per cent.

The value of non-manufactures exports rose much faster than exports of manufactured goods last year, by 41 per cent against 26 per cent. Deliveries of food, beverages and tobacco rose by 31 per cent, helped by an increase of 37 per cent in food and live animals; for the group as a whole volume rose by 7½ per cent. Basic materials also showed a heathy rise of 7 per cent, in volume. However, the major increase came in fuels, with value up by 64 per cent largely reflecting exports of crude oil. Fuel shipments now account for over 6 per cent of our total exports. With prices rising by 19 per cent, the volume of shipments of fuels increased by 37 per cent. The major markets for crude oil last year were Netherlands, USA, West Germany and France who between them took two-thirds of the total.

IMPORTS BY AREA

see tables 13 and 14

Fourth quarter 1977

In the fourth quarter of 1977 the value of imports was £8,987 million, seasonally adjusted on an overseas trade statistics basis, 2½ per cent lower than in the previous quarter.

In the fourth quarter deliveries from the developed countries were 1 per cent higher in value than in the previous quarter. During this period the value of imports from the EEC, at £3,629 million, also rose by 1 per cent. Among the individual member countries deliveries from Belgium and Luxembourg were 4½ per cent higher, with increased arrivals of non-metallic mineral manufactures and motor cars. Deliveries from the Irish Republic fell by 8½ per cent from the high third quarter level. Deliveries from France fell by 1 per cent reflecting lower arrivals of machinery and cereals which outweighed a rise in deliveries of motor cars. Arrivals from Denmark remained at around the level of the three previous quarters. There was an increase in deliveries from Italy and the Netherlands of 3 per cent each. In the case of the Netherlands increases in arrivals of petroleum products and equipment for North Sea production installations outweighed a fall in arrivals of soya beans. Arrivals from West Germany, our major supplier within the EEC, were 1½ per cent higher.

At £1,416 million, imports from the rest of western Europe were 16 per cent higher than the low third quarter, partly reflecting imports of precious stones. Shipments from Norway rose by 23 per cent almost entirely reflecting higher deliveries of equipment for North Sea installations. The greater deliveries of precious stones largely accounted for the 38 per cent growth in imports from Switzerland. Increased arrivals of road motor vehicles and ships accounted for a 4 per cent increase in arrivals from Sweden.

Imports from North America fell by 17 per cent in the fourth quarter to £1,101 million with deliveries from the USA (almost three-quarters of the group) which were reduced by the United States docks strike falling by 18 per cent. Falls in imports of chemicals, other semi-manufactures and aircraft more than outweighed an increase in arrivals of soya beans. The fall of 12 per cent in arrivals from Canada was mainly attributed to lower imports of nickel, paper and paperboard.

Arrivals from the other developed countries rose by 11 per cent (to £687 million) from the low third quarter level. Deliveries from South Africa rose by 40 per cent with a large increase in arrivals of precious stones. There

were falls in the value of arrivals from the other three countries within the group. Imports from Australia were reduced by 10 per cent, reflecting a fall in arrivals of metal ores; arrivals from New Zealand fell by 4 per cent, but remained at about the average level of the three previous quarters, and deliveries from Japan fell by 2 per cent. Changes in the individual commodity groups were generally small.

Imports from the developing countries (at £1,828 million) fell by 11 per cent, within which arrivals from the oil exporting countries were also down by 11 per cent. Imports from the Middle East and North Africa were 10 per cent lower, largely reflecting reduced crude oil deliveries from Kuwait (total imports 27 per cent lower). Arrivals from Iran rose by 7½ per cent whilst deliveries from Saudi Arabia were unchanged. There was a 6 per cent drop in arrivals from Latin America which was attributed to lower deliveries of coffee from Brazil.

Among imports from the rest of the developing countries, which in total fell by 14 per cent, there was a 19 per cent fall in arrivals from Nigeria. Imports from the centrally planned economies, at £342 million, were 8 per cent lower than in the previous quarter. Deliveries from the Soviet Union fell by 24 per cent from the high third quarter with lower deliveries of wood lumber and cork, petroleum products and precious stones.

Year 1977

In 1977 as a whole the value of imports was £36,996 million on an OTS basis, 17 per cent more than in 1976. By area, the value of mports from the EEC was £14,161 million, 23 per cent higher than in 1976. Almost 70 cent of our imports from this source are manufactured goods and the EEC now supplies 45 per cent of our imports of such goods. In total, imports from West Germany rose by 30 per cent to £3,602 million with greater imports of a wide range of manufactured goods including cars, iron and steel and chemicals. Higher deliveries of cars also contributed to the 29 per cent growth in imports from Belgium and Luxembourg and the 27 per cent increase in imports from France. Other contributing factors in the case of Belgium and Luxembourg were rises in shipments of petroleum products and non-metallic mineral manufactures and in the case of France, greater deliveries of wheat, wine, chemicals and other semi-manufactures. Increased imports of textiles, motor cars and machinery were factors influencing the growth of imports from Italy (39 per cent) whilst increased deliveries of bacon, wheat and machinery accounted for a 15 per cent rise in shipments from Denmark. Arrivals from the Irish Republic rose by 23 per cent with an increase in deliveries of meat, textiles and machinery outweighing a fall in dairy products. However, shipments from the Netherlands rose by only 3 per cent with increases in imports of chemicals, machinery and transport equipment and miscellaneous manufactured articles outweighing falls in arrivals of maize and crude oil.

In 1977 there was an increase of 20 per cent in the value of imports from the rest of Western Europe to £5,582 million. The 38 per cent growth in imports from Switzerland was largely attributable to a considerable increase in deliveries of previous stones. Much of the rise of 37 per cent in arrivals from Norway resulted from shipments of North Sea installations. Increased arrivals of paper and paperboard from Finland which were partly offset by lower imports of machinery resulted in a rise of 6 per cent from this source. Imports from Sweden increased by 6½ per cent with higher deliveries of paper and paperboard contributing.

Imports from North America rose by 17 per cent in 1977 to reach £4,997 million. Greater shipments of maize, soya beans, machinery and aircraft contributed to the rise of 20 per cent in imports from the USA, although arrivals were reduced in the fourth quarter as a result of the docks strike. Deliveries from Canada increased by 5½ per cent with increased arrivals of wood lumber and cork, paper and paperboard and nickel outweighing lower arrivals of wheat.

In 1977 imports from the other developed countries rose by 26 per cent to £2,680 million. The greatest increase was in the value of deliveries from South Africa which rose by 44 per cent largely the result of greater shipments of precious stones. Increased imports of radios and motor cars coupled with higher arrivals of photographic apparatus and watches contributed to a 34 per cent increase in deliveries from Japan. Imports from New Zealand, chiefly meat and dairy produce, increased in value terms by 16 per cent. Shipments from Australia fell by 12 per cent reflecting lower deliveries of sugar and textile fibres. Australia was thus the only major developed country from which imports into the UK fell in 1977.

Imports from the developing countries in total of £8,167 million were 4 per cent higher in 1977 although arrivals from the oil exporting countries were down by 11 per cent. Imports from the Middle East and North Africa, which includes many of the oil exporting countries, fell by 6 per cent. Among these countries, imports from Iran fell by 24 per cent reflecting a decrease in the quantity of crude oil shipped from this source. In contrast an increase in value of crude oil imports from Saudi Arabia led to a 15 per cent growth in imports from this source.

Table 16 Imports by commodity (detail)

Seasonally adjusted values. Overseas trade statistics basis — £ million cif

	1976	1977					Percentage change	
	Year	Year	1st qtr	2nd qtr	3rd qtr	4th qtr	Q4/Q3	1977/76
Food, beverages and tobacco	4 983	5 945	1 502	1 561	1 547	1 336	−14	+19
Food and live animals	4 495	5 383	1 362	1 423	1 391	1 207	−13	+20
Meat and meat preparations	838	974	252	246	256	220	−14	+16
Dairy produce and eggs	505	460	92	130	102	137	+35	−9
Cereals and animal feeding stuff	920	1 031	265	283	268	215	−19	+12
Fruit and vegetables	942	1 114	288	287	270	269	—	+18
Other food and live animals	1 291	1 804	454	502	487	361	−26	+40
Beverages and tobacco	488	562	139	138	156	129	−17	+15
Beverages	251	306	76	76	78	76	−2	+22
Tobacco	237	256	69	58	79	50	−37	+8½
Fuels	5 669	5 252	1 375	1 377	1 278	1 223	−4½	−7½
Industrial materials	11 245	13 491	3 358	3 462	3 324	3 346	+½	+20
Basic materials	3 248	3 612	981	888	897	847	−5½	+11
Crude materials	3 047	3 330	907	826	822	775	−5½	+9½
Wood, lumber and cork	585	633	165	164	151	153	+1½	+8
Pulp and waste paper	463	440	122	116	108	94	−12	−5
Textile fibres	435	462	130	111	101	119	+18	+6
Metal ores	716	753	210	182	207	154	−26	+5
Chemicals	1 924	2 365	604	593	599	569	−5	+23
Organic chemicals	577	702	184	162	185	171	−7½	+22
Inorganic chemicals	259	332	84	75	91	82	−10	+28
Medicinal and pharmaceutical products	139	174	44	47	43	40	−8	+25
Plastics	453	545	143	135	130	137	+6	+20
Other semi-manufactures	6 073	7 513	1 773	1 981	1 828	1 931	+5½	+24
Wood and cork manufactures	290	311	89	75	74	73	−1	+7
Paper and paperboard	826	975	248	247	246	234	−4½	+18
Textiles	920	1 131	281	279	280	291	+4	+23
Non-metallic mineral manufactures	1 361	2 111	411	620	475	604	+27	+55
Iron and steel	967	986	220	253	264	248	−5½	+2
Non-ferrous metals	1 026	1 130	309	286	262	274	+4½	+10
Miscellaneous metal manufactures	444	534	126	129	142	136	−4½	+20
Finished manufactures	9 225	11 803	2 739	3 086	2 964	3 014	+1½	+28
Machinery	4 305	5 298	1 285	1 297	1 369	1 347	−1½	+23
Power generating machinery	572	691	174	171	177	169	−4½	+21
Specialised machinery	742	882	225	202	237	218	−8	+19
Metal working machinery	216	224	53	58	55	59	+7½	+4
General Industrial machinery	803	995	230	247	256	262	+2½	+24
Office machinery	750	912	221	217	242	231	−4½	+22
Telecommunications equipment etc	443	544	136	134	142	132	−6½	+23
Other electrical machinery	779	1 050	250	264	272	264	−3	+35
Road vehicles	1 432	2 133	485	496	555	598	+7½	+49
Other transport equipment[1]	1 019	1 349	225	553	280	291	+4	+32
Other finished manufactures	2 470	3 023	744	741	760	778	+2½	+22
Clothing and footwear	850	982	249	236	246	250	+1½	+15
Instruments	682	840	200	206	221	214	−3	+23
Miscellaneous	447	505	119	122	141	123	−13	+13
Total	31 569	36 996	9 169	9 601	9 239	8 987	−2½	+17

[1] Not seasonally adjusted.

A decrease in imports from Kuwait of 5½ per cent was attributed to lower quantity arrivals of crude oil.

Elsewhere there was a rise of 8½ per cent in arrivals from Latin America, mainly due to greater shipments of coffee (reflecting higher prices) and crude materials which outweighed lower arrivals of sugar and petroleum products.

Among imports from the rest of the developing countries, which in total rose by 17 per cent, there was a 26 per cent fall in shipments from Nigeria, reflecting a considerable decrease in the quantity of crude oil delivered.

Imports from the centrally planned economies as a whole rose by 22 per cent in 1977, and within this area imports from the Soviet Union increased by 21 per cent, reflecting higher shipments of petroleum and petroleum products and precious stones.

IMPORTS BY COMMODITY

see tables 15 to 19

Fourth quarter 1977

The value of food, beverages and tobacco imported fell by 14 per cent in the quarter, chiefly the result of lower volumes. In value terms, arrivals of food and live animals fell by 13 per cent, with the large falls in shipments of cereals and animal feedingstuffs (19 per cent) and meat (14 per cent) reflecting a lower volume of shipments of wheat, barley and maize and of beef. Deliveries of dairy produce and eggs rose in value by 35 per cent, chiefly the result of larger shipments of butter which more than offset lower deliveries of cheese. The 17 per cent drop in the value of beverages and tobacco imports was mainly attributable to a significant decrease in the quantity of tobacco imported against a particularly high third quarter figure. Shipments of other food products fell by 26 per cent in value with reduced deliver-

Table 17 Imports by commodity: volume indices

Seasonally adjusted values. Overseas trade statistics basis

Indices 1975 = 100

				Industrial materials				Finished manufactures [1]				
									Machinery and transport [2]			
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)		0 + 1	3	2, 4, 5, 6	2 + 4	5	6	7 + 8	7	71-77	78	8
Weights	1000	177	177	341	92	55	194	283	207	137	37	76
1970	80.7	103	113	88	127	83	74	56	57	61	38	52
1971	84.9	103	123	89	116	85	79	64	65	65	57	62
1972	93.2	105	123	97	118	97	88	80	82	83	89	74
1973	106.3	105	127	111	132	114	101	101	104	107	104	93
1974	107.4	101	120	113	119	124	109	103	105	115	90	98
1975	100.0	100	100	100	100	100	100	100	100	100	100	100
1976	106.4	102	100	112	119	122	106	109	108	104	127	110
1977	108.8	102	83	116	112	133	113	123	125	117	160	118
1975												
1st qtr	102.0	100	103	104	105	105	103	99	99	104	99	98
2nd	95.3	91	94	96	99	92	96	98	98	100	103	97
3rd	102.2	103	103	98	96	93	100	107	109	96	98	100
4th	100.5	106	101	102	100	110	101	97	94	100	100	105
1976												
1st qtr	101.0	95	100	109	115	116	105	97	93	96	104	108
2nd	107.3	101	101	111	117	121	106	114	116	103	122	109
3rd	108.1	102	102	113	124	123	105	111	110	106	140	112
4th	108.9	108	98	115	119	126	109	114	115	113	140	112
1977												
1st qtr	109.5	105	87	117	122	137	109	118	117	116	148	120
2nd	112.1	107	85	117	109	134	116	130	134	116	150	118
3rd	108.0	104	80	114	111	135	110	123	125	119	168	116
4th	105.5	92	78	117	109	128	117	123	125	116	177	118
Percentage change												
Q4/Q3	−2½	−12	−2	+2	−2	−5½	+6½	–	−½	−2½	+5	+1½
1977/76	+2½	+½	−17	+3½	−5½	+9½	+6½	+13	+15	+12	+26	+7

[1] Includes North Sea installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 18 Imports: value and volume indices excluding the more erratic items

Seasonally adjusted. Overseas trade statistics basis

			Industrial materials				Finished manufactures			
	Total[1]		Total[2]		Other semi-manufactures[2]		Total[3]		Machinery and transport equipment[3]	
	Value £m	Volume 1975 = 100	Value £m	Volume 1975 = 100	Value £m	Volume 1975 = 100	Value £m	Volume 1975 = 100	Value £m	Volume 1975 = 100
1975	22 735	100.0	7 432	100	3 849	100	6 118	100	4 254	100
1976	29 399	106.6	10 081	114	4 909	108	8 219	110	5 748	109
1977	33 818	107.5	11 644	114	5 666	109	10 471	124	7 449	126
1976										
1st qtr	6 371	102.3	2 155	110	1 065	106	1 716	101	1 172	98
2nd	7 062	105.2	2 399	112	1 160	105	1 951	108	1 361	107
3rd	7 711	109.4	2 649	116	1 280	109	2 154	113	1 518	113
4th	8 255	109.6	2 879	116	1 405	110	2 397	117	1 698	119
1977										
1st qtr	8 624	110.8	3 034	119	1 450	112	2 518	122	1 773	122
2nd	8 443	106.9	2 856	111	1 375	104	2 534	121	1 794	123
3rd	8 593	108.4	2 951	116	1 455	112	2 691	126	1 931	130
4th	8 158	103.7	2 803	112	1 387	108	2 728	126	1 951	129
Percentage change										
Q4/Q3	−5	−4½	−5	−3½	−4½	−3	+1½	—	+1	−½
1977/1976	+15	+1	+16	+1	+15	+1	+27	+13	+30	+16

[1] As in table 15 but excluding ships, North Sea production installations, aircraft and precious stones. [2] As in table 15 but excluding ships, North Sea production installations and aircraft. [3] As in table 15 but excluding precious stones.

See also note 2 on page 552.

ies of raw sugar, coffee, cocoa and tea the main contributing factors.

The value of fuels imported fell by 4½ per cent to £1,223 million the result of a decrease in both volume and price.

Imports of industrial materials rose slightly in value to £3,346 million with volume up by 2 per cent. Excluding precious stones, however, import value and volume were down by 5 per cent and 3½ per cent respectively. Among basic materials, which in value fell by 5½ per cent, a sharp fall in volume produced a decline of 26 per cent in imports of metal ores. For timber and textile fibres, increases in volume offset lower prices so that in value terms they grew by 1½ per cent and 18 per cent respectively. Pulp imports fell by 12 per cent in value the result of falls in both quantity and price.

Imports of chemicals fell by 5 per cent to £569 million with volume falling by 5½ per cent. Organic and inorganic chemicals fell in value by 7½ per cent and 10 per cent respectively mainly reflecting lower volumes. In contrast arrivals of plastics increased by 6 per cent in value the result of higher volumes. Imports of other semi-manufactures rose by 5½ per cent in value and 6½ per cent in volume, but excluding precious stones imports fell by 4½ per cent and 3 per cent respectively. The largest rises in value terms were in shipments of non-metallic mineral manufactures (27 per cent), non-ferrous metals (4½ per cent) and textiles (4 per cent) which reflected increased volume. Deliveries of iron and steel and paper and paperboard fell in value by 5½ per cent and 4½ per cent respectively, the result of a decrease in volume.

Arrivals of finished manufactures increased by 1½ per cent to reach £3,014 million, with volume unchanged. Imports of road motor vehicles rose in value by 7½ per cent reflecting the growth in shipments from other EEC countries particularly from Italy. Arrivals of machinery and transport equipment were down 1½ per cent in value and 2½ per cent in volume (excluding the relevant erratic items imports of machinery and transport equipment rose by 1 per cent in value and fell by ½ per cent in volume.) Imports of metal working machinery rose by 7½ per cent in value, whilst deliveries of specialised machinery, telecommunications equipment and office machinery fell in value by 8 per cent, 6½ per cent and 4½ per cent respectively. The 6½ per cent decrease in arrivals of telecommunications equipment resulted from a fall in volume being more than double the increase in price.

Within the value increase of 2½ per cent of other finished manufactures, deliveries of clothing and footwear were 1½ per cent higher whilst arrivals of instruments fell by 3 per cent.

Year 1977

In 1977 as a whole the value of imports on an overseas trade statistics basis was £36,996 million, 17 per cent higher than in 1976. The volume of imports rose by 2½ per cent while the unit value index rose by 16 per cent. Imports of food, beverages and tobacco amounted to £5,945 million, 19 per cent higher than in 1976, mainly the result of higher prices. In value terms deliveries of food and live animals rose by 20 per cent. Imports of fruit and vegetables rose by 18 per cent, a result of higher prices. Shipments of cereals and animal feedingstuffs increased by 12 per cent in value reflecting equal increases in both volume and price. Within this group cereal prices fell slightly whilst prices of animal feedingstuffs rose considerably. In volume terms imports of barley increased by about 40 per cent. Imports of meat and meat preparations rose by 16 per cent reflecting higher prices of beef, bacon and ham, and increased volumes. In contrast, imports of dairy produce and eggs fell by 9 per cent in value terms with a reduction in volume (particularly of butter shipments) outweighing higher prices. Imports of other food products increased by 40 per cent during this period with the contributing factor being the doubling in price of coffee, cocoa and tea. Imports of beverages rose by 22 per cent and tobacco 8½ per cent during this period with increases in both volume and price; volume was much the larger contributing factor with regard to beverages and prices the greater factor for tobacco.

Fuel imports at £5,252 million were 7½ per cent lower than in 1976 with increased prices being offset by decreased volume, itself the result of increasingly significant North Sea oil production.

Imports of industrial materials, which in value terms (at £13,491 million) represented over one-third of total imports, increased during 1977 by 20 per cent with volume up by 4 per cent. There were large price rises among the various commodity groups – soya beans (43 per cent), timber (23 per cent), textile fibres (23 per cent) and rubber (21 per cent).

Imports of chemicals totalled £2,365 million, a rise of 23 per cent over 1976. With volume up by 9 per cent. Shipments of inorganic chemicals rose in value by 28 per cent with substantial increases in both price and volume. Arrivals of medicines increased in values by 25 per cent largely due to higher prices. Organic chemicals and plastics increased by 22 per cent and 20 per cent respectively both attributable to large rises

Table 19 Imports by commodity: unit value indices

Seasonally adjusted values. Overseas trade statistics basis — Indices 1975 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport [1]			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)		0 + 1	3	2, 4, 5, 6	2 + 4	5	6	7 + 8	7	71-77	78	8
1970	42.2	46	19	50	47	44	56	52	52	52	50	53
1971	44.2	49	23	50	48	45	54	55	55	55	54	55
1972	46.1	52	23	51	49	46	55	59	59	57	63	58
1973	58.5	68	31	66	66	55	71	67	67	66	71	69
1974	88.9	88	87	96	97	92	96	79	78	76	83	84
1975	100.0	100	100	100	100	100	100	100	100	100	100	100
1976	122.5	113	131	121	123	120	121	125	127	127	128	121
1977	141.8	131	148	142	146	140	141	145	147	145	155	140
1975												
1st qtr	97.0	99	95	99	100	99	98	93	92	92	94	96
2nd	98.0	100	94	98	98	98	98	97	97	97	98	97
3rd	101.6	100	99	101	100	100	101	103	103	103	105	103
4th	106.5	102	110	104	104	103	104	108	108	108	109	108
1976												
1st qtr	110.4	105	118	107	106	108	107	113	115	115	115	110
2nd	119.1	112	127	117	118	117	117	122	124	124	124	117
3rd	125.6	114	135	125	127	123	124	129	130	132	128	124
4th	134.4	120	142	135	141	130	134	138	139	139	140	136
1977												
1st qtr	138.4	125	147	140	147	134	139	141	142	141	150	136
2nd	142.0	130	150	144	149	140	143	143	145	143	153	139
3rd	143.9	134	150	144	149	143	142	147	149	147	156	143
4th	142.9	136	146	140	140	143	139	149	152	149	161	143
Percentage change												
Q4/Q3	−½	+1½	−2½	−2½	−5½	+½	−2	+1½	+2	+1	+3½	−½
1977/76	+16	+17	+13	+17	+18	+17	+16	+16	+16	+14	+21	+16

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

in price with smaller increases in volume.

Among other semi-manufactures, which in total increased in value by 24 per cent in 1977 to £7,513 million, imports of textiles and paper and paperboard increased by 23 per cent and 18 per cent respectively, both reflecting rises in price together with smaller increases in volume. There was a growth of 55 per cent in value in arrivals of non-metallic mineral manufactures with large rises in both volume and price. Large price rises masking falls in volume contributed to non-ferrous metals and wood and cork rising in value by 10 per cent and 7 per cent respectively.

Imports of finished manufactures amounted to £11,803 million in 1977, 32 per cent of total imports. This represented a growth of 28 per cent over the value of such imports in 1976, with volume and price rises contributing equally. Within machinery imports, which in total increased by 23 per cent, imports of general industrial machinery telecommunications equipment, office machinery and power generating machinery all rose by around 20-25 per cent. Imports of road motor vehicles increased in value terms by 49 per cent with a considerable increase in the volume of motor cars (particularly from the rest of the EEC) coupled with a fairly large increase in price. Among the other finished manufactures, which in value increased by 22 per cent, imports of clothing and footwear grew by 15 per cent resulting from higher prices. Imports of instruments rose by 23 per cent with increases in both price and volume.

Notes

1 Statistical changes. The commodity figures in this article are now classified according to the Standard International Trade Classification, revision 2 (SITC (rev 2)), and the index numbers rebased on 1975 = 100. These changes were made in the article on the January figures published in *Trade and Industry* on 17 February. An article describing these changes was published in *Trade and Industry* on 10 February (but note also a small amendment, described on page 391 of the issue of 17 February, to the schedule on page 321).

2 Presentation (a) *Trade less the more erratic items* The quarterly article incorporates, for the first time (in tables 2, 11 and 18), value and volume figures for trade less certain erratic items. The choice of items regarded as erratic is, to some extent, arbitrary, but experience suggests that, in the contex of the short-term statistics, trade in North Sea production installations and precious stones and to a slightly lesser extent, in ships and aircraft, can often have a major influence on the interpretation of the figures. Precious stones are classified to division 66 'non-metallic mineral manufactures' in SITC (rev 2) and the other erratic items to division 79 'other transport equipment'. The new tables contain only those series which include the erratic components. Reference is made in the text, as appropriate to the figures of trade less these erratic factors. Where no mention is made in the text of these factors it can be assumed that their impact on the series including them is small.

(b) *Long-run series.* Long run data presently available on SITC (rev 2) and 1975 = 100 was given in the *Trade and Industry* article on 10 February referred to in note 1 above.

(c) *Standard notes.* Notes will no longer be a regular feature of either these quarterly articles or those on the monthly trade figures. Instead standard notes will be published in *Trade and Industry* probably once a year (though they will be updated more frequently if necessary). The current standard notes are those in the article on 17 February 1978.

3 Revisions. There have been some small amendments to the figures for 1977 on a balance of payments basis since the article on 17 February as a result of more recent information. There are no revisions to the figures which appeared in the 10 February article.

Inquiries: 01-215 5703

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Export prospects to third quarter 1978

The volume of total UK exports is expected to show a small increase of the order of 1 per cent (on a seasonally adjusted basis) in the first half of this year compared with the second half of 1977, following the rise of 3½ per cent between the two halves of 1977. Indications for the third quarter of 1978 are, at this stage, tentative, but some further increase is forecast although only at a modest rate.

These estimates are derived from forecasts of their own exports made by the UK's largest exporting companies for the Department of Trade's latest survey of short-term export prospects.

The previous survey had suggested an increase of 2-3 per cent in the volume of total exports in the first half of 1978; the latest information suggests a slightly more pessimistic forecast. The slow-down is likely to reflect the expected continuation of weak world demand and fears of a possible loss of export price competitiveness.

Exports of the large exporters

Main features of the latest survey (based on non-seasonally adjusted data) are:

☐ The volume forecasts of the large exporters for the final quarter of 1977 and the first half of 1978 are rather lower than those in the previous survey when earlier forecasts had also been revised downwards. The major companies now expect the volume of their exports in the first half of 1978 to be around 8-9 per cent higher than a year earlier, compared with a rise of around 11-12 per cent anticipated at the time of the last survey. The first forecast for the third quarter of 1978 suggests a relatively large year-on-year increase of 13 per cent. A comparison of the various forecasts in different surveys is given in table 2. (The relationship between figures for large exporters and total UK exports is discussed below.)

☐ The latest estimates of price increase, on a year earlier, of the large exporters are again somewhat lower than those forecast in the previous survey, and are now estimated at 4 per cent in each of the three quarters of 1978. The smaller price rises will reflect, in part, the stronger pound.

☐ Taking volume and price movements together, in the first half of 1978 the value of exports of the large exporters is estimated at around 12-13 per cent higher than a year earlier, with the increase to 18 per cent in the third quarter of 1978 perhaps partly reflecting a comparatively low figure a year earlier.

Notes

In order to derive forecasts for total exports, it is necessary to make an assessment of the relationship between the year-on-year percentage changes for the large exporters and for total exports, which then needs to be expressed in terms of a seasonally adjusted quarterly path for total export volume. This will occasionally lead to a situation in which the pattern of large exporters' volume growth, in terms of change on a year earlier, is different from the trend for total exports.

Although no distinct pattern has emerged so far, as between the figures for large exporters and total exports, the percentage changes for the third and fourth quarters make an assessment of the relationship particularly difficult. This and the marked downward revisions made by the large exporters to their forecasts in the two latest surveys mean that the forecasts of total exports derived from the survey are probably still subject to a greater margin of error than usual, and must continue to be regarded with appropriate caution.

Table 3 provides a comparison of percentage changes on a year earlier for the large exporters and total exports. These comparisons are influenced by the year earlier figures and may also reflect, among other things, timing differences.

In the latest survey, the period covered was the fourth quarter of 1977 to the third quarter of 1978. Replies were received from 65 companies, covering one-third of the total value of UK exports.

The questionnaire asked for the actual value of firms' export deliveries in the fourth quarter of 1977 and forecasts for the subsequent three quarters; the percentage change these values represented over the same quarter a year earlier; and how this change

Table 1 Movements in UK exports between Q4 1977 and Q3 1978 by value, volume and prices

		Recorded UK exports [1]	Tenth survey results for major exporters [2]			
		1977 Q4	1977 Q4	1978 Q1	Q2	Q3
Value	£ million	8 466	2 699	2 902	3 083	3 014
	% increase on a year earlier	16 [3]	5½	11	14	18
Volume	% increase on a year earlier	4 [3]	1	7	10	13
Price	% increase on a year earlier	13 [4]	4½	4	4	4

[1] Source: Overseas Trade Statistics. [2] Aggregated from returns received from 65 companies. [3] If exports of precious stones, North Sea production installations and gold coins are excluded the figures become 14 and 3½ respectively. [4] Average value index. See footnote to table 3.

Table 2 Comparison of latest survey with previous rounds

Percentage increase on a year earlier

	1977 Q4				1978 Q1			1978 Q2	
	S7	S8	S9	S10	S8	S9	S10	S9	S10
Value	29	27	14	5½	24	19	11	20	14
Volume	14	13	6½	1	15	11	7	12	10
Price	13	12	7½	4½	7½	7	4	7½	4

S7 Seventh survey, April 1977; provisional results published in *Trade and Industry*, 17 June 1977.
S8 Eighth survey, July 1977; provisional results published in *Trade and Industry*, 16 September 1977.
S9 Ninth survey, October 1977; provisional results published in *Trade and Industry*, 9 December 1977.
S10 Tenth survey, January 1978.

was divided between movements in prices and in volume.

The figures given for total UK exports are derived from the information provided by the large exporters, and involve an assessment of the relationship between this information and the overseas trade data for total exports (see table 3). In addition, the accuracy of the forecasts for total exports will depend on the quality of the information obtained from the companies and how far their own forecasts are realised (see table 2).

The figures for total exports are now based on the Standard International Trade Classification revision 2 and the price and volume figures derived from data rebased on 1975 = 100.

An article on the survey was published in *Statistical News* 38, August 1977.

Inquiries: 01-215 3155/3170.

Table 3 **Increases in major companies' exports compared with total exports** [1]

	Percentage changes on a year earlier					
	Value		Volume		Price [2]	
	EPS	Actual	EPS	Actual	EPS	Actual
1975						
3rd qtr	3½	21	−9½	−7	13½	21
4th	13	13	−½	½	13½	19
1976						
1st qtr	26	20	9½	8	15	15
2nd	27	24	9	6	16	19
3rd	34	26	12½	9	19	19
4th	39½	32	15	8½	20	22
1977						
1st qtr	30	33	9	9½	19	22
2nd	25½	30	10	8	14	20
3rd	21	32	9½	13	11	16
4th	5½	14	1	3½	4	10

[1] Recorded OTS less precious stones, North Sea oil production installations and gold coin. [2] The price index is the average value index obtained by dividing the value of exports by the volume figure. This is likely to be closer to the figures given by firms than the unit value index.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 3 March 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
The Four Feathers	BR/E 39498/5/3/83	105	28 February	Trident Barber Distributors Ltd	Trident Films Ltd
When I'm Rich	BR/E 39503/5/3/83	6	2 March	Contemporary Films Ltd	New Fields Animation Ltd
Movietone News 2543	BR/E 39391/5/3/83	8	3 March	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
My Darling Slave	EC 39502/5/3/83	76	2 March	Border Film Productions (London) Ltd	Medusa Distribuzione, Rome
The Devil, Probably	EC 39506/5/3/83	95	3 March	Artificial Eye Film Co Ltd	Sunchild Productions and Gaumont, Paris
The 12 Tasks of Asterix	EC 39507/5/3/83	82	3 March	EMI Films Ltd	Les Productions Dargaud and Productions Rene Goscinny, Paris
FOREIGN					
The Goodbye Girl	F 39496	110	27 February	Columbia-Warner Distributors Ltd	Warner Bros Incorporated, California
Spider-Man	F 39497	92	27 February	Columbia-Warner Distributors Ltd	Danchuck, California
Assault on Precinct 13	F 39499	91	1 March	Miracle Films Ltd	CKK Productions, California
Smile Orange	F 39500	88	1 March	UFO Productions Ltd, T/A Babylon Films	Knuts Productions Ltd, Jamaica
Saturday Night Fever	F 39501	120	2 March	Cinema International Corporation (UK)	Robert Stigwood, New York
Tomorrow Never Comes	F 39504	107	2 March	Rank Film Distributors Ltd	Nesbourne Ltd, London and Classic Film Industries Ltd, Quebec
Every Revolution is a Throw of Dice	F 39505	11	3 March	Artificial Eye Film Co Ltd	Jean Marie Straub, Rome

Amendment to the Register

The title of the film 'S for Sex' EC 35513/12/6/76 registered on 8 June 1971 and amended on 25 October 1977 to (a) 'S for Sex', (b) 'Hot and Adolescent', has been amended to (a) 'S for Sex', (b) 'Forbidden Seduction'.

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Aerospace cost indices 3 Mar 78
Air transport: trade by air (a) 1 Jul 77
Balance of payments
current account (m) 17 Feb 78
summary (q) 16 Dec 77
overseas royalties 12 Aug 77
trends in invisibles 7 Oct 77
see also Overseas trade of the UK
Business names and limited partnerships (a) 10 Feb 78
Capital expenditure:
manufacturing, distributive and service industries (q) 6 Jan 78
provisional (q) page 543
by regions 18 Feb 77
leasing, hiring and renting out (a) 30 Sept 77
see also Investment
Catering trades turnover (q) 17 Feb 78
Check trading (a) 12 Aug 77
Chemicals industry activity (q) 6 Jan 78
Companies
acquisitions and mergers (q) 10 Feb 78
insolvencies (q) 3 Feb 78
liquidity (q) page 550
new registrations:
Gt. Britain (m) 24 Feb 78
N. Ireland (m) 17 Feb 78
rate of return on capital (a) 16 Sept 77
structure of company financing 3 Feb 78
Construction work overseas (a) 4 Nov 77
Earnings, wage rates (m) 24 Feb 78
Energy trends (m) 3 Mar 78
Engineering industries:
production indices (m) 3 Mar 78
sales and orders (m) 24 Feb 78
Film industry
British Film Fund Agency returns (m) 10 Feb 78
cinema admissions and takings (m) 3 Mar 78
annual inquiry (a) 30 Sept 77
exhibitors' quota returns (a) 6 May 77
overseas payments and earnings (a) 26 Aug 77
registrations of films (a) 3 Feb 78
Food
consumption levels (6m) 18 Nov 77
household consumption (q) 23 Dec 77
Footwear industry:
deliveries and stocks (m) 17 Feb 78
Foreign trade: industrial countries' economic indicators (m) 3 Mar 78
quarterly analysis (q) 3 Mar 78
see also Overseas trade of the UK
Hire purchase business (m) page 548
Industrial production
index numbers (m) 24 Feb 78
Scotland (q) page 552
Wales (q) 24 Feb 78
correction 3 Mar 78
Insurance companies:
investments and assets (a) 11 Nov 77
Investment
book values of overseas direct investments (every 3 years) 25 Feb 77
industry's investment intentions (3 times a year) 6 Jan 78
investment and earnings overseas (a) 5 Aug 77
see also Capital expenditure
Made-up clothing:
orders and deliveries (m) 17 Feb 78
Man-made fibres
deliveries (q) 10 Feb 78
production (m) 10 Feb 78
production: quarterly analysis (q) 10 Feb 78
Metal-working machine tools (m) page 549
Motor industry
car and commercial vehicle *production* (m) 3 Mar 78
provisional (m) 17 Feb 78
motor trade turnover (q) 24 Feb 78
Office development permits (q) 2 Dec 77
Official reserves (m) page 547
Overseas trade of the UK
direct exporters and credit terms (a) 12 Aug 77
analysis of trends (q) page 554
backrun (a) page 554
export prospects (q) page 565
invoicing in foreign currencies 22 Apr 77
see also Balance of payments
Pension funds: investments and assets (a) 11 Nov 77
Price Commission index (m) 17 Feb 78
Regional development grants (q) page 545
Research and development expenditure 24 Jun 77 and 1 Jul 77
Retail prices index (m) 24 Feb 78
Retail trades
sales (m) page 547
provisional figures (m) 17 Feb 78
stocks (m) 17 Feb 78
Royalties: *overseas* transactions (a) 12 Aug 77
Selective financial assistance
section 7 (m) 3 Feb 78
section 7 £10,000 or more (q) 24 Feb 78
section 8 (q) 24 Feb 78
Shipping
nationality of vessels in UK seaborne trade (a) 9 Sept 77
UK revenue (a) 30 Sept 77
Steel: consumption *and stocks* (q) 13 Jan 78
provisional (q) 17 Feb 78
Stocks
manufacturers' and distributors' (q) 6 Jan 78
provisional (q) 3 Mar 78
manufacturers' (m) 3 Mar 78
retail (m) 17 Feb 78
Television: overseas payments and earnings (a) 26 Aug 77
Textiles
activity in the industry (q) 13 Jan 78
carpet sales (m) 24 Feb 78
cotton industry production (m) 24 Feb 78
hosiery production (m) 24 Feb 78
wholesale houses' sales and stocks (m) 10 Feb 78
wool exports (q) 17 Feb 78
wool output (m) 17 Feb 78
Tourism
foreign arrivals (m) 24 Feb 78
overseas travel and tourism (a) 29 Jul 77
overseas travel and tourism (q) 20 Jan 78
Unemployment (m) 3 Mar 78
Wholesale prices
average prices of selected commodities (a) 13 May 77
index numbers (m) 17 Feb 78
initial summary (m) page 546

Organisational information

Commercial representation guide 28 Oct 77
ECGD local offices 12 Aug 77
ECGD lines of credit 13 Jan 78
European public holiday guide 25 Nov 77
Government statistics guide 13 Jan 78
Guide to departments 27 Jan 78
Guide to schemes of selective financial assistance 7 Oct 77
Index, July-Sept 23 Dec 77
OTAR contact points 13 Jan 78
Release dates of economic statistics 24 Feb 78
Trade promotions guide 6 Jan 78

Trade and Industry reader services

contact our advertisers

We shall be pleased to arrange for you to receive without obligation further information on subjects in our new products, technology news, export services and export successes pages.

Circle the number below found at the end of editorial items

READER SERVICE NUMBERS

401	411	421	431	441	451	461	471	481	491	501	511	521	531	541	551	561	571	581	591
402	412	422	432	442	452	462	472	482	492	502	512	522	532	542	552	562	572	582	592
403	413	423	433	443	453	463	473	483	493	503	513	523	533	543	553	563	573	583	593
404	414	424	434	444	454	464	474	484	494	504	514	524	534	544	554	564	574	584	594
405	415	425	435	445	455	465	475	485	495	505	515	525	535	545	555	565	575	585	595
406	416	426	436	446	456	466	476	486	496	506	516	526	536	546	556	566	576	586	596
407	417	427	437	447	457	467	477	487	497	507	517	527	537	547	557	567	577	587	597
408	418	428	438	448	458	468	478	488	498	508	518	528	538	548	558	568	578	588	598
409	419	429	439	449	459	469	479	489	499	509	519	529	539	549	559	569	579	589	599
410	420	430	440	450	460	470	480	490	500	510	520	530	540	550	560	570	580	590	600

ensure a regular copy

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday.

Annual subscription includes postage to any part of the world.

I would like to take out an annual subscription to Trade and Industry

- ☐ Please invoice me/my company, or
- ☐ I enclose £30.60 for one year's subscription, or
- ☐ Charge one year's subscription to my HMSO account number

Please tick appropriate square

name position

company

address

phone number

Please fill in your name and address and send the page to:

Trade and Industry, FREEPOST, London SW1H 0YZ

CLASSIFIED 01-242 9478

Advertisement Department (Trade and Industry): 13 Great James Street, London WC1N 3DP
£2 single column centimetre with discount for series. Appointments £4 single column centimetre boxed

Services

HANDWRITING ANALYSIS

Confidential reports on character and potential of would be personnel and associates.

Write:
21 Wellington Road,
Ashton under Lyne, Lancs.
OL6 6DP

Overseas Newspapers and Periodicals

THE ARAB CONTACT
Trade Directory 1977 $10 + Air $3
"Your Golden Key to Billion Dollar Consumers Market"
A mailing list of 1000 names of leading companies from the Arab countries of Saudi Arabia, Kuwait, United Arab Emirates, Oman, Qatar, Bahrain, Aden Yemen Republic, Sudan and Libya.

1st Vol. Markets in Europe. 9th Edition 1968. $10.00. 2nd Vol. Markets Outside Europe. 9th Edition 1976. $30.00. 'Overseas Directories and Subscriptions' £2.50 (Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 25 years representatives for publishers in over 100 countries for advertising and subscriptions

Printing Forms, Labels

EXPORT INVOICE FORMS

Carriage of Dangerous Goods by Sea Labels

Send for comprehensive list, colour leaflet of labels and price list.

To: **The James Laver Printing Co. Ltd.,**
Argyle Street, Liverpool L1 5BL. Telephone: 051-709 1465

Languages

IN THE ELECTRONIC AGE
STILLTRON®
LANGUAGE - LEARNING SYSTEMS

FRENCH	GERMAN	ARABIC
SPANISH	ITALIAN	ENGLISH

World's leading programmed audio-visual courses and machines for individuals and groups

Dept. TI, 72 New Bond Street, London W1Y 0QY Tel: 01 - 493 1177
Telex : 23475

Miscellaneous

BADGES IN ANY STYLE ANY MATERIALS

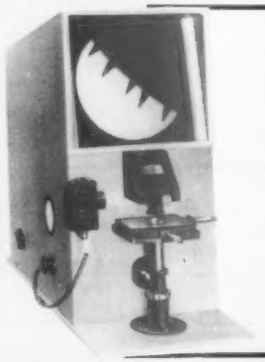
METAL PLASTIC OR CARDBOARD PRINTED, CAST OR MOULDED FOR TRADE PROMOTION, ASSOCIATIONS, CONFERENCES, EXHIBITIONS, CLUBS, ETC.—GIFTS FOR INDUSTRY WITH EMBLEM OR SLOGAN INCORPORATED.—CALENDARS, PAPER KNIVES, CUFFLINKS, KEY FOB, AND OTHER PRACTICAL ITEMS.

I. MARKOVITS LTD
Cobbold Mews, W12.
Tel. 01-743 1131

Company Information

COMPANY INFORMATION
Tel: 01-253 3030
Jordan & Sons Ltd
Jordan House
47 Brunswick Place
London N1 6EE
Telex: 261010
Jordans

Optical Instruments



INSPECTION by PROJECTION

with Enbeeco Profile Projectors

useful for manufacturers of: SMALL COMPONENTS

Full details sent on request

NEWBOLD & BULFORD LTD.
Enbeeco House, Carlton Park,
Saxmundham, Suffolk IP17 2NL
Tel: Saxmundham 2933-4-5 Telex: 98584
Answerback: Enbeco G

SOLVE YOUR LIFT & SHIFT PROBLEMS

'Macmobile' Crane
lifts all shapes, sizes and weights up to 4 tons

Converts to **FORK LIFT** or **30' INSPECTION BASKET** in 2 minutes

360° completely rotational power unit provides 9' turning circle

navigates 8' x 6'

Details from
GEOFFREY E. MACPHERSON LTD.
Nottingham NG2 6AD, ENGLAND
Tel: (0602) 700771/5. Grams: 'Mac Nottm'.
Telex: 377218

International Freight Forwarders

WORLDWIDE CAR SHIPPING

AN INTERNATIONAL NETWORK OF OFFICES AND AGENTS ■ LOW RATES ■ ALL RISKS MARINE INSURANCE COVER ■ SPECIAL TERMS FOR COMPANIES OVERSEAS POSTINGS ■ COLLECTION, DOCUMENTION, DELIVERY ■ WE ALSO SHIP HOUSEHOLD AND PERSONAL EFFECTS ■ FREE QUOTES WITHOUT OBLIGATION ■

transcar uk ltd
International freight forwarders
43/44 New Bond Street, London W1Y 9HB
Tel: 01-491 4121 Telex: 22716

LIVERPOOL
India Buildings, Water St. Liverpool 2
Tel. 051-227 1926 Telex: 628648

FRANKFURT
Waldstrasse 150, D-6092 Kelsterbach

NEW YORK
One Penn Plaza

GENEVA
37/38 Avenue de lignon

And at Rome, Los Angeles, Paris, Antwerp, Munich, Liverpool, Bonn, Zurich

EXPORTERS EXECUTIVES EXPORTERS

Four out of five Trade and Industry readers are engaged in exporting and nine out of ten readers are executives.

Advertisers phone 01-242 9478

The Medium and the Message

Gingerbread Enterprises now offer
a complete package deal to help harassed exhibitors.

In addition to supplying the System 8
display unit, Gingerbread will now plan the layout of your stand,
will design and produce the graphic panels to promote your products and will even
carry out the on-site installation of your display.

Gingerbread Enterprises — the medium and the message.

Gingerbread Enterprises Ltd.
317 New Kings Road, London SW6 4RF. Tel: 01-736 6527/8.

Gingerbread

Registered as a newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 725262 x
ISSN 0006-5323